Board of Trade Journal

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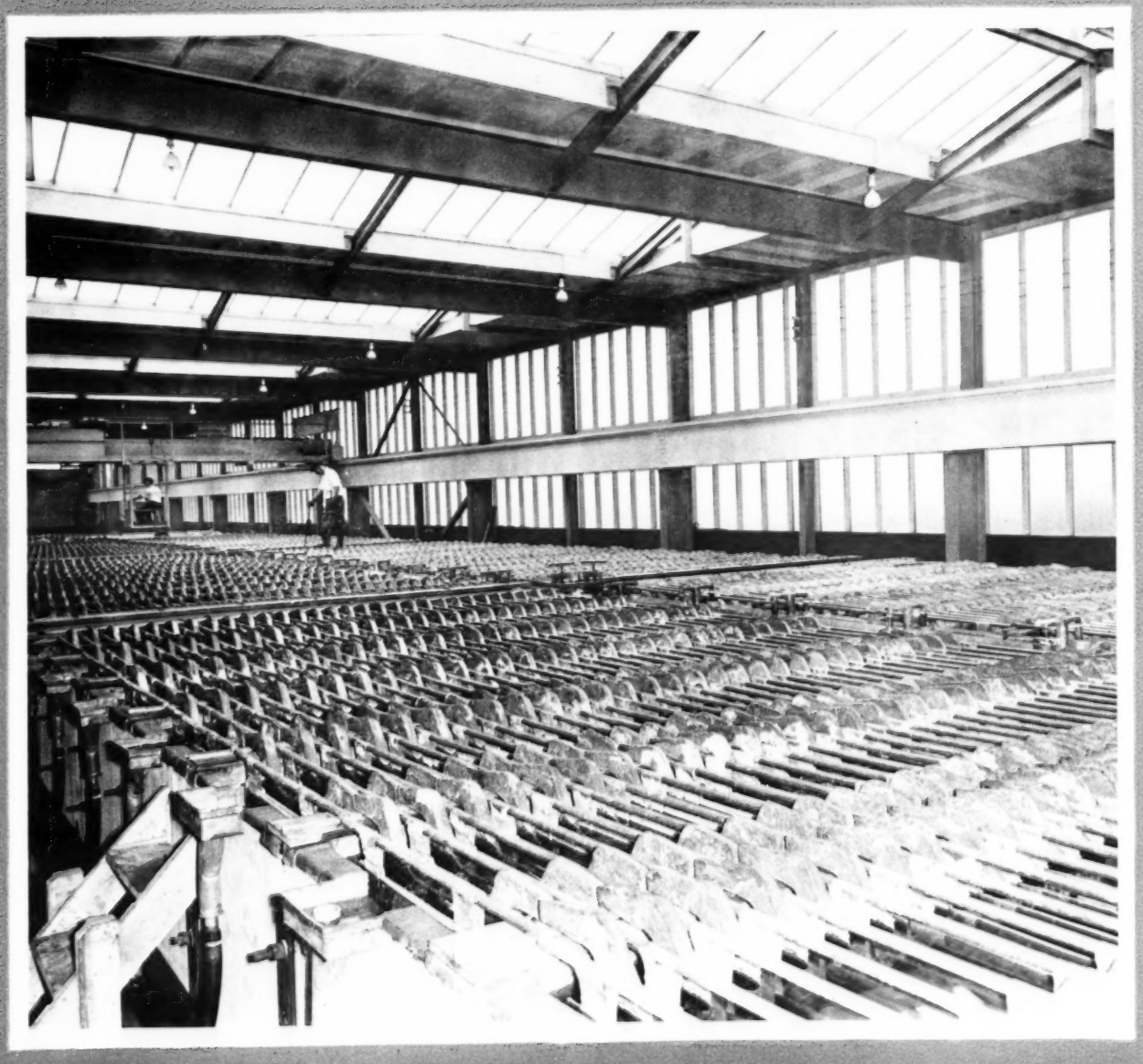

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Front cover photograph

A new tank house opened by Mr. Roy Mason, Minister of State, Board of Trade, at the Elkington Copper Refinery, Walsall, on July 5. As Britain has no domestic mine production, the extension of the company's capacity for the production of high-quality copper from scrap represents a valuable import saving. A report of the Minister of State's speech appears on page 71.

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Yugoslavia: a growing market for British exporters

By C. N. Jupp, CMG, Counsellor (Economic/Commercial), British Embassy, Belgrade

YUGOSLAVIA REPRESENTS a growing market for the knowledgeable British exporter, but not enough British businessmen are yet showing interest in its possibilities.

The size of the Market

The following table indicates the size of the Yugoslav import market, the broad regional distribution of Yugoslavia's total imports and of Yugoslavia's imports from Western Europe in the last three years.

Yugoslavia's imports

(In millions of United States dollars)

	1963	1964	1965
Total imports	**1057**	**1323**	**1289**
of which from:			
Eastern Europe	241	378	369
Western Europe	433	541	498
North America	205	188	201
South America	30	43	38
Africa	46	58	64
Asia	84	88	98
Australasia	18	26	21
Imports from Britain	51	69	62
as a percentage of total imports	4.8%	5.2%	4.8%
as a percentage of imports from Western Europe	11.7%	12.7%	12.5%

In 1966 Yugoslavia expects to import more than in 1965 and to increase its imports annually thereafter. There is thus an expanding market for foreign suppliers in which, if Britain is to regain her 1964 share of the total, considerable new business must be done by British exporters.

The shortage of foreign exchange

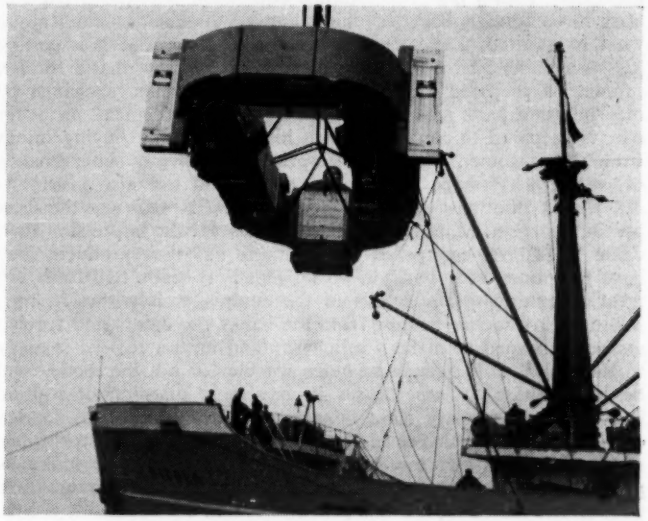
Yugoslavia is, and will certainly remain, short of convertible foreign currency. The Yugoslav authorities will not, therefore, encourage the import from the West of goods and services which can be supplied from within Yugoslavia, or from non-convertible currency areas such as Eastern Europe. But this does not mean that total imports from the West will be reduced, for much of Yugoslavia's requirements of capital goods and sophisticated equipment, raw materials and semis, and even some consumer goods, can only be obtained satisfactorily from the Western world.

Importation

Control over imports is now in practice exercised through allocation of foreign currency to the end-user enterprises. An enterprise has to be specially registered to undertake foreign trade operations. Most of the larger manufacturers are empowered to import direct; others use the import-export enterprises. It is, therefore, important that British products should be made known both to end-users and to the import-export enterprises.

The power of the enterprises

As a result of the economic reforms of July 1965, Yugoslav enterprises now control considerable dinar funds, both directly and through the banks in which they have invested in return for a voice in the management of the bank. It is therefore, the enterprises which decide what to buy and, within the limits of available foreign currency referred to above, from whom to buy it.



Roll housings for the semi-continuous hot strip mill at the Skopje Steelworks, Yugoslavia, being loaded aboard the Bitola *at Liverpool for delivery to Yugoslavia. The mill is being built by Davy and United Engineering Company Ltd., of Sheffield, a member of the Davy-Ashmore Group, who have a joint contract with The Wellman Engineering Corporation Ltd., worth £28 million for building the complete steelworks.*

Capital goods

Generally speaking, in the capital goods field, enterprises will concentrate on the modernization of existing plant and the replacement of out-of-date machinery. They are unlikely to spend their funds, or to permit the banks to spend their funds, on big new projects unless for some reason these can be shown to be exceptionally profitable. The Yugoslav Federal Government, together with the Governments of the six constituent Republics and local authorities, will have some funds at their disposal for investment. Most of these are to be used to help finance power projects and the expansion of the non-ferrous metals industry and for development in the under-developed Republics of Bosnia, Macedonia and Montenegro. Since much of the potential unused hydro-electric power and deposits of non-ferrous metal ores are in the under-developed Republics, these two broad categories for government investment may in practice be nearly synonymous. Usually the Federal Government offers to provide a percentage of funds for such projects, provided that the balance of the money required is found by the Republic concerned and by the banks. It may be taken for granted that the Republics, the banks, and the enterprises which control the banks will examine all such projects critically and will not agree to provide finance for any projects which do not give reasonable promise of profit. A list of projects for which Federal Funds have already been made available on this basis through the Yugoslav Investment Bank is available in the Export Services Branch of the Board of Trade.

How money is raised

An enterprise wishing to expand its production by modernization must first assemble or accumulate in dinars the necessary money for this purpose. Even if there were no difficulties about foreign exchange, few enterprises have enough dinars of their own to carry out unaided their modernization programme. They must, therefore, obtain additional dinars from the banks. Having obtained the necessary dinars the enterprise can then seek approval in principal for an allocation of the necessary foreign exchange from one of the Federal banks, when it must make out a case designed to convince the banks and the exchange control authorities that the purchase it proposes to make is justified. Justification may be an expected increase in exports, an import saving or simply a vital contribution to Yugoslavia's development. Finally, the enterprise must obtain *firm* offers of the equipment it requires from at least three foreign firms or show that only one firm can supply what is required. The enterprise must also show that it is getting the best possible bargain. If the enterprise can show that a foreign supplier is prepared to reduce his price in foreign exchange by incorporating parts made in Yugoslavia in his equipment, or, better still, is prepared to co-operate with his customer by buying things from the customer, then the enterprise may have a better chance of getting the foreign exchange it requires. It can also justify its claim that the particular foreign supplier is offering the best possible bargain. Many British businessmen get the impression that, while Yugoslavia enterprises would like to buy their products, they have no money with which to do so. This is at best a half-truth, for until an enterprise has details of the equipment it wishes to buy, it cannot in practice borrow from the banks the dinars and foreign exchange needed to make a purchase: and until a request is made to the banks, it is difficult to judge whether or not the money will be forthcoming. In other cases it may be a question of waiting both for the necessary dinar finance and the allocation of foreign exchange. It is worth bearing in mind that once an enterprise has obtained finance and foreign exchange, it will want to make its purchase at once and will normally buy from the foreign firm with which the enterprise has previously been in contact. It is thus necessary in practice to 'make a sale' before an enterprise has obtained the necessary money to buy.

Retention quotas

Yugoslav enterprises which earn foreign exchange through exports or the provision of services are permitted to retain a proportion of the foreign exchange they earn and to spend it on approved purchases for their own requirements. It is this foreign exchange which is sometimes used, for example, by agency enterprises to buy spare parts, by the tourist trade to buy Scotch whisky, or by an exporter of pharmaceuticals to buy cosmetics, and it is therefore unwise to assume that there is no foreign exchange available in Yugoslavia to buy any item which is not made in the country.

Raw materials and semis

Yugoslav enterprises receive allocations of foreign currency with which to purchase raw materials and semis. Britain supplies the Yugoslav market with chemicals, artificial fibres, synthetic rubber, steel, wool tops, coke and spare parts for machinery of different kinds on this basis. As in the case of capital goods, the essential prerequisite for sales of this kind is that would-be importers are aware of what British exporters can offer; when an allocation is made it is usually spent at once by purchase from a known supplier.

Consumer goods

Yugoslav enterprises selling consumer goods inside Yugoslavia receive small allocations of convertible foreign currency from time to time to spend on imports of consumer goods. According to the press 157 million United States dollars will be allocated for such imports in 1966, quite apart from the Retention Quotas referred to above. Enterprises concerned are encouraged to spend this foreign exchange on consumer goods which:

(a) are not produced in Yugoslavia and are not easily obtainable in sufficient variety and of the best quality from non-convertible currency areas (e.g. cameras, razor blades, Scotch whisky, etc.);

(b) will add variety to the choice of goods available in the shops and subject Yugoslav manufacturers to limited competition so as to encourage them to improve their styling and quality (e.g. textile fabrics, dresses, etc.).

It is often necessary in this field not only that Yugoslav buyers should be aware of what British suppliers can offer, but also that there should be goods immediately available on consignment in Yugoslavia so that immediate sales can be made. This is an expensive business, the economies of which need careful study in each case. It may be particularly worth while where sales to the Diplomatic Corps ex-bond and to 'currency shops' are also possible. A 'currency shop' is a shop in which foreign goods may be purchased, mainly by tourists, against payment in foreign currency only.

Conclusion

Yugoslavia provides a growing and potentially good market for British exporters of goods not made in Yugoslavia and not readily obtainable from non-convertible currency areas. There is no reason why Britain should not regain her 1964 share of the market provided a lot more British exporters take the trouble to sell their products here. Stories that Yugoslav enterprises have no money with which to buy British goods should sometimes be discounted. If a successful enterprise has no money today, it may well have some money tomorrow: the problem is to see that tomorrow's money, however limited, is spent on British goods, and it is tomorrow's sale which must be made today. The Yugoslav market is worth investigation, preferably by personal visits to the end-user and to the importing and agency enterprises.

UK - New Zealand trade talks

AT DISCUSSIONS in London on June 28 between Mr. Douglas Jay, President of the Board of Trade, and Mr. J. R. Marshall, Deputy Prime Minister and Minister of Overseas Trade of New Zealand, agreement was reached on the revision of a number of provisions in the existing trade arrangements between Britain and New Zealand.

The new understandings include the extension until September, 1972, of provisions for the admission to the British market without restriction of quantity of New Zealand's major export products; future arrangements for operating the quota scheme for butter; and the addition of a range of products to the list of tariff items on which New Zealand guarantees a margin of preference or duty-free entry to British goods. The Trade Agreement between the United Kingdom and New Zealand signed in 1959 will be extended for three years from January 1, 1967.

Full details will be released in about three weeks' time.

Trade mission for Zambia and Malawi

A TRADE MISSION organized by the London Chamber of Commerce is to visit Zambia and Malawi from August 4 to 19.

The 11 strong Mission, which will be led by Mr. Michael Robson, director of Booker Brothers and deputy chairman of the Standard Bank, will be investigating ways of stimulating trade between the two countries and Britain. Industries represented on the mission include, road construction, vehicles, building materials, agricultural machinery, irrigation equipment, machine tools and a general range of consumer goods. Particular emphasis is being placed on construction and building in view of the large works programmes being currently undertaken in both countries.

Arrangements for the trip have been made in consultation with the Commonwealth Relations Office, the Board of Trade and the British National Export Council.

How exporters can obtain relief from import duty

EXPORTS ARE VITALLY IMPORTANT to the national economy – we have heard it over and over again, but that does not make it any the less true. And to export successfully we must offer our overseas customers goods which are competitive in quality, design, price and delivery: that, too, is a truism.

Sometimes it may happen that in order to offer his export customers what they want, a British trader has to acquire imported goods on which protective import duty has been paid. For example, comparable United Kingdom goods may not be available, or the overseas customer may have specified the use of the imported material. The imported goods may be re-exported in the same state as that in which they were imported, or incorporated in the exported product, or used as a material in the manufacture of the exported product. In all these cases the Government, with a view to promoting export trade, offers facilities to the trader for securing relief from the import duty that has been paid.

This article explains the various kinds of relief which are allowable and how the trader can set about claiming them.

Why controls are necessary

This country is under an international obligation not to grant export subsidies, and the Government is also under the obligation to take account of the interests of the British manufacturers for whose protection import duties are imposed. Consequently HM Customs and Excise must impose certain controls to check that the right amount of relief is given. These controls are kept to the minimum consistent with fulfilling these purposes, and as far as possible a trader's ordinary commercial records are used. The Customs approach is flexible, and special arrangements can be made to meet special cases. The local Customs Officer, or Customs headquarters, will always be willing to discuss traders' cases and consider their difficulties; personal interviews are welcomed.

What is drawback?

Drawback is a form of duty repayment which is allowable on the re-exportation of certain classes of goods. A list of the eligible goods is given in the Customs and Excise Tariff*. Where goods are re-exported in the same state either by themselves or as components of other goods, the drawback is equal to the duty shown to have been paid. Where the imported goods are used as materials for manufacture the drawback is either paid at fixed rates based on the national average amounts of duty paid and average usings, or, under a more recent provision, may be amounts calculated for individual traders. It is a condition governing the payment of drawback that the goods shall not have been used in this country otherwise than by being incorporated in, or used in the manufacture of, the exported article. Claims may be made on exportation irrespective of the number of traders who have handled the goods, but Customs will need (among other things) evidence of the duty that was paid and will require to be satisfied that the drawback conditions have been complied with throughout.

Details of the conditions and procedure for claiming drawback are set out in Customs Notice No. 218 (for goods to be re-exported in the same state) and No. 219 (for materials used in the manufacture of the exported goods).

New drawback orders

Drawback is intended to provide long-term duty relief for specific types of goods, and the introduction of drawback schemes requires the authority of a Statutory Order made under Section 9 of the Import Duties Act, 1958.

It is open to industry to apply to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, for the introduction of new drawback schemes. Since such schemes, once introduced, would be available to all firms, the application should preferably be sponsored by a representative body, for instance, the trade association mainly concerned.

In considering whether a drawback scheme would be in the national interest, the Board of Trade has a responsibility to have regard to the interests of those producing in the United Kingdom goods comparable with the imported articles. Applications should, therefore, be supported with evidence showing why drawback is wanted and why exporters cannot or do not wish to use home-produced goods. Applications are in due course advertised, and representations for or against them are invited from all interested parties.

The bonded warehouse system

When goods are intended for re-export, payment of duty or purchase tax may be avoided by depositing them in a bonded warehouse. Provided that the goods are declared at importation to be warehoused for re-export, payment of the temporary charge on imports will not be required.

Relief under Section 7 of the Import Duties Act, 1958, and how to apply for it

Where a trader considers that he has a good case for seeking relief from protective duty in the interests of the export trade, but no statutory drawback scheme, or other provision, exists under which he can claim it, he may apply to HM Customs for relief under Section 7 of the Import Duties Act, 1958. The relief, if granted, applies to a particular transaction or series of transactions, but may be renewed if necessary. Where continuing trade is expected, it would normally be appropriate to apply for a drawback scheme.

Customs consult with the Board of Trade on Section 7 cases, and relief from duty is not given unless the Board of Trade are satisfied that it is necessary in the interests of the export trade and is in the national interest. As in the case of drawback, they must consider the interests of home producers of goods similar to the imported goods. Further information on Section 7 relief can be found in Customs Notice No. 215.

Export trade sample concession

United Kingdom exporters may receive without payment of duty and/or purchase tax *bona fide* trade samples of goods from abroad which are required by them for the promotion of their export trade. Examples of purposes for which goods may be admitted duty-free are to enable the importer:

(a) to quote a price for British-made goods to possible buyers abroad or to execute an order for British-made goods;
(b) to assess the general nature of the demand in an export market with a view to supplying that demand from British-made goods;
(c) to test British-made goods to see whether they will satisfy the requirements of a customer abroad;
(d) to examine goods manufactured abroad from British materials alleged to be defective;
(e) to develop a re-export trade in foreign-made goods from or through Britain;
(f) to subject the goods to scientific or technical examination or test in return for payment from abroad.

Further details are given in Customs Notice No. 118.

Goods imported for re-exportation after processing in this country

Goods which are temporarily imported for re-exportation after a process which will not change their form or character may be imported free of duty and purchase tax. Examples of allowable processes are the bleaching and dyeing of textiles. Repair, pro-

(*Continued at foot of next page*)

* Part 6 (B) (1) for goods exported in the 'same state' as that in which they were imported and Part 6 (B) (2) for imported goods used as 'materials for manufacture' of exported goods.

SIRAID—an automation consultancy service for industry

By A. W. Nash, Scientific Instrument Research Association

SIRAID IS A SERVICE given free of charge to anyone who needs first-hand practical advice on measurement and control problems. It is industrially oriented with the backing of the best scientific expertize. Its capability extends to the installation of pilot instrumentation on new or existing process plant, with the aim of introducing and establishing new techniques and applications. Alternatively, if the necessary equipment is already available, it can give advice on where to buy the British equipment to do the job. The Ministry of Technology recently placed a contract for £15,000 with SIRA to widen the scope of SIRAID and to make the service available to non-members of the association.

SIRAID will tackle any industrial measurement or control problem, however simple or complex and extensive. Initial contact can readily be established by the enquirer by letter or telephone. From this point, technologists with industrial experience and the ability to talk to the man in industry in his own terms take over. These men are the link between the problem and the application of scientific techniques to its solution. They are industry's keys to the whole area of scientific development. Behind them stands the full effort of the research staff of SIRA (the British Scientific Instrument Research Association). SIRA's expertize includes specific attention to

Industrial measurement and control
Optics and optical systems
Materials development
Surfaces and thin films
Electronic and electromechanical instrumentation
Instrument evaluation

Beyond this again lie the resources of all the other research associations and the full co-operation of the equipment maker and user industry membership of SIRA. The expertize of the fundamental research institutions in the academic field is also available through the medium of SIRAID.

In many cases it is necessary to meet inquirers and discuss their problems at first-hand. Under these circumstances a SIRAID representative will call by appointment. It must be emphasized that this is very much a personal service and that individual inquiries receive individual attention. Each is dealt with, on its merits, bearing in mind that the answer should suit all aspects of the inquirier's needs, with an eye to the economics of the solution in relation to the problem.

Once a problem has been studied carefully to ensure that a real grasp of its implications has been obtained, possible solutions are formulated and considered. Those least likely to succeed or be acceptable are rejected and the basic details of the remainder studied in relation to the problem. From this will emerge a concept which is submitted to the inquirier for consideration.

At this point, the financing of the solution may have to be considered. Where a project is considered to be of general application and thus of national benefit, the Ministry of Technology is prepared to make a substantial grant in the normal grant aid arrangements for work on industrial measurement and control, to the cost of the necessary research and equipment for implementing the scheme. Clearly, the general results of work done with the backing of this grant must be made common knowledge since the whole concept of the scheme is to establish much wider use of available technology in industry. Thus firms needing help of this sort may be encouraged to undertake, in conjunction with SIRA, planned projects which they feel might not justify the full capital investment for their development. However, should the client wish the project to remain confidential then this can be arranged, though the Government grant terms will not then be applicable. In any case, details of a client's plant equipment, processing techniques, and organization are treated by SIRAID in the strictest confidence.

The aim throughout is for higher productivity, coupled with a better and more uniform standard of produce. In many cases, this aim is impeded by difficulties arising in areas in which labour shortages cause undermanning of production or inspection lines; where labour is available, it is frequently not of suitable calibre to fill a particular need. Where the economic return warrants it, automation is the sensible answer to this problem. Planning, specification and design of such equipment is SIRAID's speciality.

It is difficult to be specific about what SIRAID can do without being misleading, not through lack of examples, but in trying to select particular typical cases from the many already in hand or completed.

In one case, a bakery, faced with steam losses, invoked the help of SIRAID. A simple steam-flow controller was installed and the device paid for itself by the resulting economies in four months.

The packaging of spray-dried skim milk is being facilitated by monitoring the specific gravity of the process liquid. The work was carried out in conjunction with the Milk Marketing Board and is another SIRAID success.

Continuous inspection of components has held up output in many industries for a long time. In cases where inspection has to me done manually it is not only slow, but also inefficient. One project in hand at the moment stems from such a source. The specific need in this case is for equipment to examine machine-stamped washers for flaws in manufacture. SIRA's current work on photoelectronic techniques applied to shape recognition should see an end to this problem and, potentially, many problems similar in nature.

These examples, representative of many, indicate some ways in which SIRAID can assist industry. There can be few detection and measurement problems which are not grist to the SIRAID mill – no problem is too small or too large to lie outside the scope of its appraisal. The plain fact is that industry must start to apply automation technology much more readily and widely, or face the consequences of its own inertia. SIRAID exists to advise and give practical assistance in the application of low-cost automation and it does so, free of charge, with the finest expertize available.

RELIEF FROM IMPORT DUTY, *continued*

vided that very extensive replacement of parts is not required, is also allowable. More fundamental alterations, such as the weaving of textile yarns into fabrics or making-up of fabrics are not allowed under this provision. Further details are given in Customs Notice No. 206.

(**Note:** Where these 'process inwards' facilities are not allowable, duty relief may nevertheless be possible under drawback or Section 7 relief.)

Goods returned for repair and re-export

There are two provisions covering British-made goods sent back for repair and return. Duty-free entry can be claimed on the grounds that the goods are returned British goods (see Customs Notice No. 207) or the goods can be imported under 'process inwards' facilities – in which case there is a simplified procedure for goods not exceeding £200 in value – without the need to prove British origin (see previous paragraph).

Where the procedure set out in Notice No. 207 is used, it is not essential to give immediately complete details of the original exportation. If they are not readily available alternative evidence of British origin may be offered. In certain cases goods may be released against security pending production of evidence.

Goods re-imported for replacement

Such goods, if returned unaltered, should be dealt with under the procedure set out in Customs Notice No. 207.

Temporary charge on imports

The various methods of duty relief mentioned above may also be employed to obtain relief from the temporary charge on imports. It should be noted, however, that all goods which have borne the charge are eligible for repayment on exportation; eligibility is not limited to goods of a specified drawback class or goods for which relief has been specially recommended by the Board of Trade. Details are given in Customs Notice No. 251.

General

The Customs Notices mentioned above may be obtained from local Customs Officers or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3. Customs officers are always ready to help on Customs matters and in cases of doubt or difficulty their advice should be sought.

President on Anglo-Italian trade

MR. DOUGLAS JAY, President of the Board of Trade, spoke at the lunch of the Italian Chamber of Commerce in London on June 30. The President said: 'The British Government has recently contributed to the sale of Italian goods here by deciding to end the temporary import surcharge at the end of November, which I know caused anxiety to Italian traders.'

The President continued that he would like to see trade between the two countries expanding even faster than it had over recent years. There were still many barriers which could be lowered or removed. One effective way of doing so would be to make a real success of the Kennedy Round negotiations in the 12 months which United States legislation still left us. He knew that the Italian Government, as well as our own, were determined to do all possible to achieve this.

'Another would be to remove altogether the barriers which remain between the EFTA and EEC group of countries,' continued the President. 'We very much hope that progress can in time be made here also. But it cannot be achieved if either group is expected wholly to adopt the system of the other; and we in Britain would certainly not suggest this. For instance, abundant supplies of food and materials at low cost are a first necessity of the British economy. We in Britain enjoy exceedingly important trading ties both with the other EFTA countries and with the Commonwealth, and this is trade which we cannot abandon or jeopardize.

'There is no reason, however, why this valuable and growing trade should not be expanded still further and internal barriers within Europe removed at the same time. This is the goal at which we ought to aim, however much patience and hard work it may require to achieve; and it is one towards which, I believe, both Britain and Italy can work together in harmony.'

CBI survey on seamen's dispute

IN A 2,000 FIRM survey conducted by the Confederation of British Industry to ascertain the effects of the seamen's dispute, 726 companies replied. The survey was undertaken just prior to the announcement of the end of the dispute, from June 27-30, and indicated that the effects appear to bear mainly on export performance. The firms who account for 50 per cent of the exports covered by the survey report reductions ranging mainly between 1 and 10 per cent, and 10 per cent of those concerned are reducing production. More serious still, 9 per cent forecast permanent damage. Already 15 per cent report loss of customers in the short term, particularly drink and tobacco, paper, furniture and building materials, and some types of textiles.

A considerable effort to divert exports to air freight was made. Firms representing 30 per cent did so with some or all of their exports. Of those which were not diverted almost 90 per cent were deterred by reasons of bulk or cost, affecting particularly agricultural machinery, textiles and vehicles.

Exports to Australasia were the worst hit, but exports to Africa and North America were seriously affected, and a surprising amount to Continental Europe.

Apart from those industries mentioned above, manufacturers of scientific instruments and drink and tobacco products have suffered serious export losses, and in general the smaller concerns report more significant losses than the larger firms. These losses of exports have been met in 49 per cent of cases by stock piling, particularly in the consumer durable, motor vehicle and building material sectors. 10 per cent have reduced production, particularly of agricultural machinery and certain textiles, and 16 per cent report diversion to the home market. Outstanding here are clothing and scientific instruments.

British industry relies heavily on imports of raw materials and semi-finished goods. Failure of these imports, primarily raw materials from Continental Europe, is responsible among other causes for some cut back in production by respondents accounting for 10 per cent of output covered by the survey.

Mr. Roy Mason welcomes new copper refining process at Walsall

MR. ROY MASON, Minister of State, Board of Trade, speaking at the opening of the extension to the electrolytic refinery at Goscote Works, Walsall, of Elkington Copper Refiners Limited, said:

'Copper is a vital industrial raw material, and in spite of all that has been said about the threat of substitution, I think that all here today would agree with me that copper is likely to remain an essential commodity for a very long time over a broad spectrum of our manufacturing industries. It is, of course, conceivable that we may find some useful deposits of copper within the United Kingdom which can be exploited economically, but even if this were to happen it seems inevitable that we shall continue to import the overwhelmingly larger proportion of our requirements of primary copper. Last year our copper imports cost us close on £175 million; with the copper prices which we have experienced recently the bill this year will be even greater. It is, therefore, from the point of view of the United Kingdom's balance of payments, of the greatest national importance that we should make the best possible use of our domestic resources of secondary copper by the efficient recovery of copper from scrap.

'The extension of the Goscote refinery which we are celebrating today has a wider significance than simply an increase in our total output of domestically refined copper. But until recently refiners in the United Kingdom have thought mainly in terms of fire refined copper, with only limited production of electrolytically refined copper. What we have seen at Goscote today is a demonstration of *a shift away from fire-refining to the production of the high purity copper,* which is becoming increasingly essential for our electrical and engineering industries. We know, of course, that other British refiners are extending, or planning to extend, their electrolytic capacity, and I am sure that before long the United Kingdom refining industry will be making a very substantial contribution towards our fabricators' requirements of electrolytic copper. To say that as a country we are able to treat more of the kinds of scrap and waste material arising at home and at the same time to produce a superior product, seems to me to represent a very important technological advance.

'More than this, Elkington copper refiners have shown us that substantially higher and better output can be achieved with almost no increase in the number of men employed. If an improvement in productivity of this order could be matched in other sectors of industry, many of our economic problems would be over.'

Referring to the benefits which United Kingdom consumers could expect from a lessening of our dependence on overseas supplies of electrolytic copper, the Minister of State said that our fabricating industry had had over the years to cope not only with a fluctuating price for copper, but they had been exposed to major interruptions in supply for one reason or another. It was a welcome development that we shall be able to produce here at home more of the highest grades of copper on which our industry is so dependent.

Lord Brown returning to the Board of Trade

LORD BROWN, Minister of State, Board of Trade, will return to the office on July 18. He entered St. Mary's Hospital, Paddington, at Easter for an internal operation. This has been completely successful.

On his return to official duties, Lord Brown will also resume the chairmanship of the Docks Modernization Committee, to which he was appointed by the Minister of Labour.

'Pick-a-back' arrangements for exports

A REVISED BOOKLET containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

The information contained in the first edition published in May 1965 has been revised and extended and a commodity index added for ease of reference.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

Prices and Incomes Bill

THE PRICES AND INCOMES BILL was presented for the second time in the House of Commons on July 4.

The main objects of the Bill are as follows:

(*a*) In Part I to reconstitute on a statutory basis the National Board for Prices and Incomes which was set up by Royal Warrant of 8th April, 1965, with the function of reporting on questions relating to prices and incomes referred to it by the Secretary of State in the light of the considerations set out in the White Paper on Prices and Incomes Policy (Cmnd. 2639) which was presented to Parliament in April 1965.

(*b*) In Part II (which can be brought into operation by Order in Council subject to affirmative resolution) to enable notification to be required of proposed increases in prices and charges, of increases in company distributions, of claims and of awards and settlements relating to terms and conditions of employment; and to enable temporary standstills to be imposed in particular cases of proposed increases in prices and charges and of awards and settlements pending their examination by the Board.

(*c*) In Part III to require certain statutory bodies by whom transport and other fares and charges are regulated to take the White Paper considerations into account and to exclude those fares and charges from the standstill provisions. Part III also enables certain price-fixing agreements to be entered into, notwithstanding the provisions of the Restrictive Trade Practices Act, 1956, if they are approved by the Secretary of State and the President of the Board of Trade as being expedient in the light of recommendations made by the Board.

Part I: The National Board for Prices and Incomes

Clause 1 re-establishes the National Board for Prices and Incomes on a statutory basis and provides for the appointment of a chairman, deputy chairmen and members by the Secretary of State. It also provides for their remuneration.

Clause 2 empowers the Secretary of State, or him and another Minister acting jointly, to refer to the Board any question relating to wages or salaries or other incomes of any kind, or to prices, charges or other sums payable under transactions of any kind, or to returns on invested capital including dividends. The Board is required to examine any such question and to report on it to the Minister or Ministers who made the reference.

Clause 3 empowers the Secretary of State, or him and another Minister acting jointly, to instruct the Board to keep under continuous review any of the questions described in Clause 2 as the Secretary of State may specify by order (subject to annulment). The Board shall from time to time, as it thinks fit, report to the Minister or Ministers who gave the instruction and the Minister or Ministers concerned may at any time require the Board to make a report.

Clause 4 specifies that in its examination of questions referred to it, the Board is to have regard to the considerations in Cmnd. 2639 which are set out in Schedule 2 and which the Secretary of State may vary by order (subject to annulment) after consultation with interested bodies.

Clause 5 provides for the Board's reports to be published within three months of any reference under Clause 2 or of any requirement under Clause 3, unless the period is extended by the Minister or Ministers concerned. The reports are to be laid before Parliament and to enjoy absolute privilege. As far as practicable the Board's reports are to contain no matter disclosure of which would prejudicially affect private interests.

Part II: Notices and Stand stills

General

Clause 6 empowers Her Majesty, by Order in Council (subject to approval in draft by each House of Parliament) to bring into force for a period of 12 months either the whole of Part II of the Bill, or all except clauses 7-12 (prices and charges and company distributions), or all except clauses 13-18 (terms and conditions of employment). Before any such draft Order in Council is laid, interested organizations or bodies are to be consulted. Such orders are renewable for subsequent periods of 12 months.

Prices and charges

Clause 7 requires notification of proposed increases in such prices and charges as the Secretary of State may specify by order (subject to annulment). No such price or charge is to be raised without notification, or, unless it is decided not to refer the proposed increase to the Board, within 30 days of notification; if during those 30 days the proposed increase is referred to the Board, it is not to be made (without Ministerial consent) until the Board's report has been published or until three months after the reference, whichever is earlier.

Clause 8 empowers the Secretary of State, or him and another Minister acting jointly, to direct that any price or charge referred to the Board shall not (without Ministerial consent) be increased until the Board's report has been published or until three months after the reference, whichever is earlier.

Clause 9 contains supplemental provisions designed to ensure that clauses 7 and 8 do not impede exports, and to exclude from them certain prices and charges (set out in Schedule 3) which are already subject to statutory regulation, and prices paid at auctions. It also provides that transactions at forbidden prices are not to be invalid, but that an innocent purchaser may recover the excess.

Clause 10 defines the price or charge with which a proposed price or charge is to be compared for the purpose of deciding whether it represents an increase.

Clause 11 makes it an offence to sell, offer or advertise goods or services at an increased price during a temporary standstill, and prescribes penalties.

Company distributions

Clause 12 requires notification, within seven days of the directors' or other relevant decision, of an increase in the amount of the distributions (for example, by way of dividends) made in any financial year by such companies as the Secretary of State may specify by order (subject to annulment). Any such increase is to be ascertained by reference to the distributions made in an earlier financial year to be prescribed by order of the Secretary of State for this purpose. Penalties are provided for failure to give the notification.

Terms and conditions of employment

Clause 13 requires notification, within seven days of presentation, of such pay and other claims as the Secretary of State may specify by order (subject to annulment) and prescribes a penalty for failure to do so. Both those who present such claims and those who receive them are to be responsible for notifying them, except that a trade union or trade union organization may accept responsibility on behalf of those presenting claims by notice to the Secretary of State. Either party, or some organization acting on its behalf, can discharge the joint responsibility.

Clause 14 requires notification, within seven days of their being made, of such awards and settlements as the Secretary of State may specify by order (subject to annulment) and prescribes the penalty for failure to do so. The employer concerned is responsible for notifying the award or settlement. This responsibility may be discharged by an employers' organization, or by the trade union or employees concerned or by a trade union organization. No such award or settlement is to be implemented without notification or, unless it is decided not to refer the award or settlement to the Board, within 30 days of notification. If during those 30 days such an award or settlement is referred to the Board, it is not to be implemented (without Ministerial consent) until the Board's report has been published or until three months after the reference, whichever is earlier.

Clause 15 empowers the Secretary of State, or him and another Minister acting jointly, to direct that any award or settlement referred to the Board shall not (without Ministerial consent) be implemented until the Board's report has been published or until three months after the reference, whichever is earlier.

Clause 16 makes it an offence for an employer to implement an award or settlement during a temporary standstill or for anyone to induce or attempt to induce him to do so, and prescribes penalties. The clause also provides that no such offence shall give rise to any further criminal or tortious liability (or civil liability in Scotland).

Clause 17 extends the meaning of 'trade dispute' (as defined in the Trade Disputes Act, 1906) to include a dispute arising out of the restrictions imposed by Part II of the Bill.

Clause 18 provides for the application of clauses 15-17 in relation to persons employed under the Crown, including those employed in the National Health Service.

Supplemental

Clause 19 provides that any temporary standstill is to end three months after the publication of the reference even if no report of the Board has yet been published. It also provides that any standstill is to end with the publication of an interim or partial report, if any.

Clause 20 provides that orders made under Part II shall be subject to annulment and that they may be varied or revoked. *Clause* 21 enables the Secretary of State to make regulations (subject to annulment) with respect to notices required to be given under Part II.

Clause 22 requires the consent of the appropriate Law Officer of the Crown before proceedings for offences under Part II of the Bill are instituted. It also deals with proceedings against unincorporated bodies.

Part III: General

Clause 23 requires certain authorities which already have statutory responsibilities for regulating prices or charges (those set out in Schedule 3) to have regard to the considerations in Schedule 2 in exercising those responsibilities.

Clause 24 provides that price restricting agreements entered into as a result of a recommendation by the Board and approved by the Secretary of State and the President of the Board of Trade shall be exempted for a limited period from the operation of the Restrictive Trade Practices Act, 1956.

Clause 25 is the interpretation clause. *Clause* 26 provides for administrative expenses of the Bill to be paid out of money provided by Parliament, and *Clause* 27 extends the Bill to Northern Ireland. *Clause* 28 provides for Parts I and III of the Bill to come into force one month after it is passed, and for Part II not to come into force before that time.

Schedule 1 makes provision for the proceedings and expenses of the National Board for Prices and Incomes. *Paragraphs* 1-9 deal with the establishment and procedure of the Board and its staff; *paragraphs* 10-12 empower the chairman of the Board to remit questions for examination by groups of members which may also include members of special panels which the Secretary of State is to draw up for the purpose. *Paragraphs* 13 *and* 14 empower the Board and its groups to hold inquiries and require witnesses to attend and give evidence, and make incidental provision for these inquiries; they also prescribe penalties for offences in this connection. *Paragraph* 15 enables the Secretary of State to give general directions with respect to the procedure of the Board and its groups. *Paragraph* 16 makes improper disclosure of information obtained by the Board an offence, and prescribes penalties; *paragraph* 17 provides that expenses of the Board shall be paid out of money provided by Parliament.

Schedule 2 reproduces the considerations of the national interest set out in Part I of the White Paper on Prices and Incomes Policy (Cmnd. 2639).

Schedule 3 sets out the prices and charges to which Clauses 9(2) and 23 relate.

Financial effects of the Bill

The cost of remuneration, travelling and other expenses of the National Board for Prices and Incomes is estimated to be £335,000 in the first full year. The administrative costs incurred by Departments, so long as Part II of the Bill is not brought into operation, are estimated to be of the order of £175,000 annually. It is not possible to estimate the additional cost which would be incurred, either by the Board or by Departments, if Part II were brought into operation.

A BBC TV cameraman focuses on the Hillgate House headquarters of the Board of Trade Export Services Branch which abuts on to Ludgate Hill and Old Bailey, London, E.C.4.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, over 14,500 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Iron and Steel Bill

THE MAIN PURPOSE of the Iron and Steel Bill, which was published on June 29, is to bring into public ownership the principal companies concerned with the production of steel in Great Britain. The Bill also provides for the continued control of the development by other companies of substantial production facilities in the basic fields of iron- and steel-making and for the dissolution of the Iron and Steel Board.

A National Steel Corporation is to be established, consisting of a chairman and from 10 to 16 other members appointed by the Minister of Power (Clause 1).

The Corporation will hold the securities of the nationalized companies. They will themselves have power to carry on iron and steel activities, the sale of iron and steel products and, with the Minister's consent, any other activities which any publicly-owned company is, or has been, authorized to carry on under its memorandum of association. The Corporation may acquire interests in, or form, companies which are wholly or mainly engaged in iron and steel activities or the sale of iron and steel products, and, with the Minister's consent, any other companies (Clause 2).

The general duties of the Corporation are to promote the efficient and economical supply of iron and steel products; to avoid undue preference or unfair discrimination between consumers; to promote exports of iron and steel products and other products of the nationalized steel industry; and to promote research and development (Clause 3).

Clause 4 places the Corporation under a duty to carry out an initial review of the organization of the activities under their control and to report to the Minister of Power, and to carry out further reviews and submit further reports if the Minister so requires or if they consider it necessary. The Minister may give the Corporation specific directions on organization (Clause 5(2)).

Clause 5 revives a number of provisions of the Iron and Steel Act, 1949, relating to the Corporation, including those dealing with the powers of the Minister. The Minister may give the Corporation general directions on matters appearing to him to affect the national interest. The Corporation are required to obtain the Minister's approval for the general lines of their programmes of capital development and research and development, to provide the Minister with such information as he requires, and to submit an annual report to the Minister, who must lay it before both Houses of Parliament. The Minister may, in certain circumstances, authorize the Corporation to purchase land compulsorily.

The Iron and Steel Consumers' Council, established under the 1949 Act, is to be re-established on a day fixed by order of the Minister which must be not more than six months after the vesting date (Clause 6).

Clause 7 provides that the securities of companies which fulfil certain criteria are to vest in the Corporation on the vesting date, which will be either the day after 36 weeks have elapsed from the passing of the Act or such earlier day as the Minister may appoint. (The companies which fulfil the criteria set out in Clause 7 are named in Schedule 1.)

Clause 8 provides for the holders of securities (other than securities held by the Iron and Steel Holding and Realization Agency) which vest in the Corporation to be compensated by the issue of Government stock of a value equal on the day of issue, to the calculated value of those securities. Securities which are quoted on the Stock Exchange before May 1966 will be valued by reference to the average of their quotations on certain days. If any question arises about their value under these provisions, it is to be settled by agreement between the Minister and the stockholders' representative concerned or determined by arbitration. The value of unquoted securities is to be settled between the Minister and the stockholders' representative; in default of agreement it is to be determined by arbitration as the value the securities would have had under the provisions relating to quoted securities, had they been quoted (Clauses 9 and 10).

Clause 11 revives a number of provisions of the 1949 Act, including those dealing with stockholders' representatives and the safeguarding of the assets of the companies which will come into public ownership.

Clause 12 transfers to the Corporation the rights of the Iron and Steel Holding and Realization Agency and of the Minister in respect of certain loans to the companies to be nationalized.

Clause 13, which takes the place of Section 6 of the Iron and Steel Act, 1953, empowers the Minister to control the provision of substantial additional facilities for the production of pig iron and crude steel by persons other than the Corporation or publicly-owned companies.

The Corporation are required (*a*) to secure that the combined revenues of the Corporation and all the publicly-owned companies are sufficient to meet their combined charges properly chargeable to revenue (Clause 14), and (*b*) to establish and maintain a general reserve (Clause 15). The Minister may give the Corporation specific directions about the disposal of surplus revenue and the establishment or management of the general reserve.

The Corporation will assume a commencing capital debt to the Minister consisting of (*a*) Crown expenses and liabilities incurred in connection with the payment of compensation; (*b*) the aggregate amount of loans the right to repayment of which is transferred to the Corporation under Clause 12; and (c) £110,274,094 in respect of the securities of Richard Thomas and Baldwins Ltd. held by the Iron and Steel Holding and Realization Agency. For their future financial requirements the Corporation may borrow temporarily from the Minister or, with the consent of the Minister and the approval of the Treasury, from any other person, but they may borrow on a long-term basis only from the Minister. Publicly-owned companies may borrow from the Corporation; they may also, with the consent of the Corporation and the Minister, borrow temporarily from other persons (Clauses 16 and 17). The Minister can make loans to the Corporation and the Treasury authorize advances to cover them (Clause 18).

The Minister is empowered, with the approval of the Treasury, to give the Corporation specific directions about the servicing of the initial capital debt and any loans advanced by him. He is required to send a yearly statement of payments to and receipts from the Corporation to the Comptroller and Auditor General, who is required to lay it, together with his report, before Parliament (Clauses 16, 18 and 19).

The Treasury are empowered to guarantee temporary borrowings by the Corporation from persons other than the Minister. They must lay before Parliament statements of any guarantees given and of any sums issued from the Consolidated Fund to enable them to fulfil guarantees (Clause 20).

The Corporation are required to keep proper accounts and to submit each year their audited accounts and those of the publicly-owned companies to the Minister, who must lay them before Parliament (Clause 22).

Provision is made for the winding up of the Iron and Steel Board, the transfer of its property, rights, liabilities and obligations to the Corporation, and the termination of levies by which it is financed (Clauses 24 and 25 and Schedule 2).

The provisions of the 1949 Act dealing with conditions of employment, pension rights, etc., and the establishment of the Iron and Steel Arbitration Tribunal are revived with modifications (Clauses 27 and 28).

The Minister and the Corporation are empowered to obtain the information needed to fulfil their functions under the Act (Clause 34.)

Clause 41 empowers the Minister to extend by order (which by Clause 39 is subject to affirmative resolution of each House of Parliament) the definition of iron and steel activities for the purposes of the Bill and the revived provisions of the 1949 Act.

Schedule 3 contains amendments to the revived provisions of the 1949 Act. The revived provisions as amended are set out in Schedule 4.

Charges on the Exchequer

The financial effect of the Bill is as follows:

(1) Charges on the Consolidated Fund will arise in respect of:

(*a*) Compensation and interest (Clause 8 and paragraphs 3 and 5 of Schedule 6 to the 1949 Act, revived by Clause 11). The amount of the liability depends on future negotiations or arbitration proceedings. A preliminary estimate of the value of quoted securities is about £480 million.

(b) Loans to the Corporation (Clause 17). These advances may not exceed £300 million, which can be increased to £400 million by a resolution of the House of Commons. The liability actually incurred within these limits will depend on the capital requirements of the Corporation.

(*c*) Payments to the Banks of England and Ireland in respect of the management and expenses of stock issued in satisfaction of compensation (Clause 23(4) and (6)). The liability cannot be estimated but is expected to be small.

The above liabilities will be offset by the sums received by the

(*continued at foot of next page*)

A delegation from Russia's Ministry of Automation, on a flying visit to Britain to investigate methods of storing information, were shown demonstrations at Burroughs Computer Centre in London recently. The five-strong fact-finding mission, led by Mr. N. Pautin, Research Manager of the Ministry's Institute of Electronic Control Machines in Moscow, said they were also interested in computer input, high-speed sorting machines and encoding machines. Picture above shows the visitors inspecting a Disk File.

Kennedy Round review

THE TRADE NEGOTIATIONS COMMITTEE, the standing body for supervising the conduct of the Kennedy Round negotiations in the GATT, is meeting today (July 8) in Geneva. The purpose of this meeting is to take stock of progress made so far and to decide on a programme for the negotiations in coming months.

IRON AND STEEL BILL, *continued*

Minister from the Corporation and paid into the Exchequer, as provided in Clauses 16 and 18.

(2) A charge may arise on the Consolidated Fund as a result of the giving of Treasury guarantees in accordance with Clause 20. Any money issued from that Fund will be repayable with interest by the Corporation (Clause 20(4)).

(3) Charges on Votes will arise in respect of:

(*a*) The expenses of members of the Iron and Steel Consumers' Council and Committees and the remuneration and allowances of the staff of the Council (Clause 6).

(*b*) The remuneration, allowances and expenses of stockholders' representatives (Clause 11(4)).

(*c*) Any increase in the fees and allowances payable to members of tribunals established under Section 12 of the Industrial Training Act, 1964, and in the allowances payable to persons attending before such tribunals, attributable to the provisions of the 1949 Act providing for reference of disputes as to pension rights and compensation to officers (Clause 27(5)).

(*d*) The remuneration, allowances and expenses of the Iron and Steel Arbitration Tribunal, of any officers appointed by the Tribunal and of any persons to whom proceedings are referred by the Tribunal under Section 43(7) of the 1949 Act (Clause 28(4)).

(*e*) General administrative expense of the Minister (Clause 43).

The sums involved cannot at present be estimated. Those arising under sub-paragraphs (*b*) and (*d*) will be recoverable from the Corporation. Those arising under sub-paragraphs (*a*), (*c*) and (*e*) will not be large.

Dealers in securities

THE FOLLOWING changes have taken place during June in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Section 3 and 16 of the Prevention of Fraud (Investment) Act 1958.

Licensed Dealers

Change of Address:

Portfolio Management Ltd., 31 Gresham Street, London, E.C.2.

Exempted Dealers

Change of Address:

Dawnay, Day and Co. Ltd., 31 Gresham Street, London, E.C.2.

Provincial Brokers Stock Exchange

Amendment:

On page 32, delete the entries in the first two columns against Moss, Cyril, & Co., and Moulton, C. A., & Co. and insert the following:

Moss, Cyril & Co.	B. G. Barnett R. Craig W. J. Hastie* M. P. Moss C. L. S. Norris – Elye J. M. S. Smithie* A. H. White
Moulton, C. A., & Co.	C. G. Moulton

Authorized United Trust Schemes

THE FOLLOWING changes have taken place in the list of unit trust schemes authorised under Section 17 of the Act, and published in Part V of the 1966 Particulars of Dealers in Securities and of Unit Trusts.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
BRITANNIA UNIT TRUST MANAGERS LIMITED, 16 Finsbury Circus, London, E.C.2.	Britannia Basic Commodities Fund.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
BRITANNIA UNIT TRUST MANAGERS LIMITED, 16 Finsbury Circus, London, E.C.2.	Britannia Top 300 Trust .	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
CASTLE UNIT MANAGEMENT COMPANY LIMITED, 4 Angel Court, London, E.C.2.	Castle Extra Income Units	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
CASTLE UNIT MANAGEMENT COMPANY LIMITED, 4 Angel Court, London, E.C.2.	Castle Premium Power Units.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
ESSENTIAL MINERALS SECURITIES LIMITED, 14 Queen Victoria Street, London, E.C.4.	Essential Minerals Trust .	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
LICENSED TRADE UNIT TRUST MANAGERS LIMITED, 16 Coleman Street, London, E.C.2.	Licensed Trade Unit Trust	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.3.
MINSTER FUND MANAGERS LIMITED, Minster House, Arthur Street, London, E.C.4.	Investminster . . .	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
MINSTER FUND MANAGERS LIMITED, Minster House, Arthur Street, London, E.C.4.	The Minster Fund . .	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
MUTUAL UNIT TRUST MANAGERS LIMITED, 4 Tokenhouse Buildings, Kings Arms Yard, London, E.C.2.	The Mutual Blue Chip Unit Trust.	The Governor and Company of the Bank of Scotland, PO Box No. 5, Edinburgh 1.
NEW COURT FUND MANAGERS LIMITED, City Gate House, Finsbury Square House, London, E.C.2.	New Court Equity Fund .	National Provincial Bank Limited, 15 Bishopsgate, London, E.C.2.
UNICORN SECURITIES LIMITED 252/6 Romford Road, London, E.7.	Unicorn 500 Trust . .	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.3.

Amendments:

The name of the Growth Industry and New Technology Trust has been changed to Britannia Assets Fund.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Changes in Export licensing control

THE BOARD OF TRADE announce certain changes in Export licensing control. Effect is given to these changes in the Export of Goods (Control) (Amendment No. 3) Order, 1966, which will come into force on July 12, 1966.

The Order imposes export licensing control on hover vehicles, engines and specialized parts and components of these vehicles and engines to all destinations. Exemption from control is given for hover vehicles when on a scheduled journey.

The Order also removes from licensing control the export of sporting gliders or sailplanes (except for export to Southern Rhodesia).

Copies of the Export of Goods (Control) (Amendment No. 3) Order, 1966 (SI 1966 No. 808) can be obtained from HMSO, PO Box 569, London, S.E.1, and branches (price 5d., by post 8d.).

Inquiries (other than Press inquiries) about these changes should be addressed to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

The Import Duties (Temporary Exemptions) (No. 4) Order, 1966

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 4) Order, 1966 (SI No. 783, 1966).

This Order provides that the goods listed in Schedule 1 shall be temporarily exempted from import duty, and those listed in Schedule 2 shall continue to be exempted from import duty until December 31, 1966, unless a shorter period is indicated against any item.

This Order came into operation on July 7, 1966.

Copies of the Order are obtainable direct from HMSO.

Imports of fresh apples from the Relaxation and Dollar Areas and Japan

THE BOARD OF TRADE announce in Notice to Importers No. 1153, issued on June 30 that the quota for imports of fresh apples from the Relaxation and Dollar Areas and Japan for the period from July 1, 1966, to December 31, 1966, will remain unchanged at 304,000 cwts.

Applications can be considered only from traders who held such licences during the corresponding period of last year. They should be made on form ILB/A and be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh apples) should be entered.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportion in which they wish their allocation to be split.

Imports of fresh pears from the Relaxation and Dollar Areas and Japan

THE BOARD OF TRADE announce in Notice to Importers No. 1154, issued on June 30 that the quota for imports of fresh pears from the Relaxation and Dollar Areas and Japan for the 12 months from July 1, 1966, to June 30, 1967, is being repeated at 560,000 cwts.

Applications can be considered only from traders who held such licences during the quota year now ending. They should be made on form ILB/A and be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35, Old Bailey, London, E.C.4, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh pears) should be entered.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportions in which they wish their allocations to be split.

Fire Auto and Marine Insurance Company Ltd

THE FOLLOWING announcement was made by the Fire Auto and Marine Insurance Co. Ltd. on July 1, 1966:

'The Fire Auto and Marine Insurance Company Limited, finding, following inquiries made by the Board of Trade under Section 14 (1) of the Insurance Companies Act, 1958, that the company is unable to pay its debts, is applying immediately to the court for the compulsory winding-up of the company.

'The directors advise policy-holders of the company in these circumstances to take out forthwith policies of insurance with other insurers.'

Minister of Transport's statement

Mrs. Barbara Castle, Minister of Transport, has considered the position arising from the statement issued on July 1 by the Fire Auto and Marine Insurance Company that it had applied for a compulsory winding up order.

She endorses the advice given by the directors of the company that Fire Auto and Marine policy holders would be well advised to make other arrangements for motor insurance at once. This is not only because the law requires them to be effectively insured against third party risks, but also because they might otherwise find themselves personally liable for the balance of damages awarded against them in respect of injury to a third party in the event of payments under Fire Auto and Marine policies not being obtainable in full.

The position of injured third parties (as defined in the Road Traffic Act 1960) who establish a claim against a Fire Auto and Marine policy holder, and who find themselves unable to obtain payment of the sum due from the policy holder or from the company, is safeguarded by an Agreement made in 1946 between the Motor Insurers' Bureau and the Minister of Transport. Under this, and subject to its terms, the Bureau has undertaken to see that a third party receives in full any damages for personal injury awarded against a motorist who should have been insured but was not, or whose insurance proves inadequate. The Bureau has, however, a right to recover any payments they make from the motorist liable for damages.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 4) Direction, 1966, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from June 30, 1966, is to make the following additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order, 1966.

The additions

To Head II of the Schedule

Allopurinol;
Danthron, mixed with poloxalkol;
6alpha Fluoro-11beta, 21-dihydroxy-16alpha-methylpregna-1, 4-diene-3, 20-dione, mixed with its caproate and with the hexachlorophane salt of clemizole;
Fluphenazine oenanthate;
Ibufenac;
Methallibure, prepared for veterinary use;
Oxazepam;
Trimeprazine tartrate mixed with citric acid, guaiphenesin, ipecacuanha liquid extract, menthol, phenylpropanolamine hydrochloride and sodium citrate;
Trimipramine, and its maleate;

To Head III of the Schedule

4', 5 – Dibromosalicylanilide mixed with 3, 4', 5 – tribromosalicylanilide, prepared for veterinary use;

The extension

In Head II the entry relating to 'Guaiphenesin' is amended as follows:

'Guaiphenesin, whether or not mixed with N – methylephedrine hydrochloride;'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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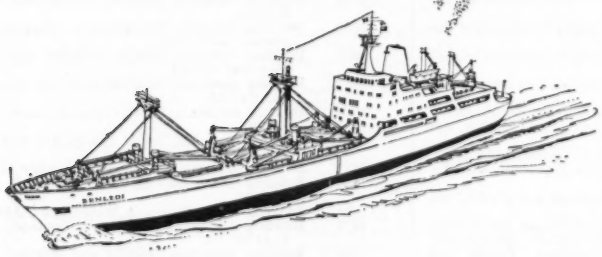

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BL109

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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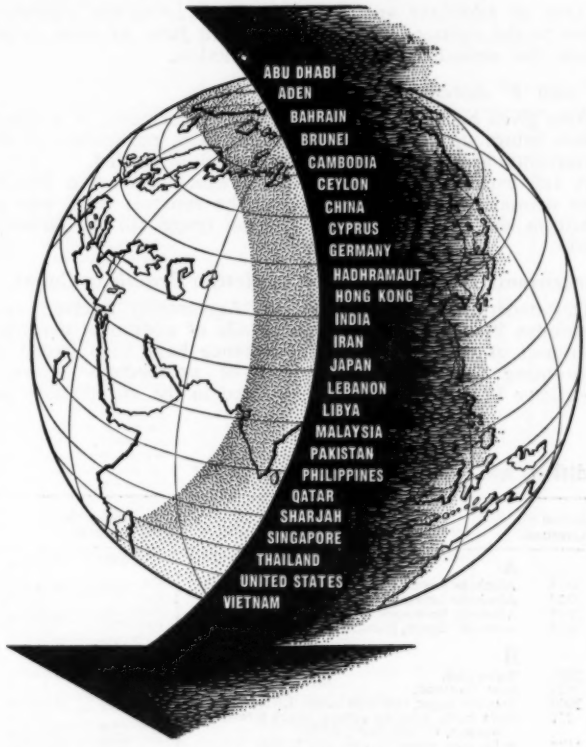

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The Register of Restrictive Trading Agreements: (Restrictive Trade Practices Act 1956)

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1966, is given below; the amendments are shown in italics.

D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1966, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 10) on Jannary 7, 1966.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 10) on January 7, 1966. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh 2.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	A
3028	Alcoholic beverages, F.5/66.
3027	Alcoholic beverages, Aberdeen, F.5/66.
3017	Alcoholic beverages, Kilmarnock and district.
3020	Alcoholic liquor, Dumbarton.
	B
2890	Bacon pigs.
3029	Beer, Scotland.
2000	Beetroot sugar, raw cane sugar, Liverpool.
351	Black bolts, nuts, set screws, coach screws and washers, C.7/60, *add C.12/65.*
1175	Bolts, nuts, rivets, screws, *add D.3/66.*
575	Brushes and brooms, *add D.9/66.*
153	Building materials, *add C.11/65.*
181	Building materials, *add F.4/66.*
1850	Building materials, Aberdare and Merthyr, *add F.11/65.*
1687	Building materials, Abergavenny, *add F.11/65.*
1854	Building materials, Aldershot and District, *add F.11/65.*
1725	Building materials, Ammon Valley, *add F.11/65.*
1855	Building materials, Ashford and district, *add F.11/65.*
1856	Building materials, Aylesbury and district, *add F.11/65.*
1857	Building materials, Basingstoke, *add F.11/65.*
1858	Building materials, Bexhill-on-Sea, *add F.11/65.*
1716	Building materials, Brecon and district, *add F.11/65.*
2009	Building materials, Bridgend and district, *add F.11/65.*
1860	Building materials, Brighton, Hove and district, *add F.11/65.*
1509	Building materials, Bristol, *add F.11/65.*
1859	Building materials, Bournemouth, Poole and Christchurch, *add F.11/65.*
1861	Building materials, Canterbury and district, *add F.11/65.*
1822	Building materials, Cardiganshire, *add F.11/65.*
1721	Building materials, Carmarthen, *add F.11/65.*
1862	Building materials, Caterham and Warlingham, *add F.11/65.*
1504	Building materials, Cheltenham and district, *add F.11/65.*
1505	Building materials, Cornwall, *add F.11/65.*
1511	Building materials, Dorset, *add F.11/65.*
1863	Building materials, Dover, Deal and district, *add F.11/65.*
1864	Building materials, Eastbourne, *add F.11/65.*
572	Building materials, Eastern England, *add C.11/65.*
1865	Building materials, East Grinstead and district, *add F.11/65.*
2794	Building materials, Ebbw Vale and district, *add F.11/65.*
2784	Building materials, E. Glam. and Mont., *add F.11/65.*
1506	Building materials, Exeter and district, *add F.11/65.*
1866	Building materials, Folkestone and district, *add F.11/65.*
1598	Building materials, Gloucester and district, *add F.11/65.*
1867	Building materials, Gosport, Fareham and district, *add F.11/65.*
1868	Building materials, Gravesend and district, *add F.11/65.*
1869	Building materials, Hailsham and district, *add F.11/65.*
1739	Building materials, Hartlepools, *add F.11/65.*
1870	Building materials, Hastings and district, *add F.11/65.*
1508	Building materials, Herefordshire, *add F.11/65.*
1871	Building materials, High Wycombe and district, *add F.11/65.*
1872	Building materials, Horsham and district, *add F.11/65.*
1873	Building materials, Isle of Thanet, *add F.11/65.*
1874	Building materials, Isle of Wight, *add F.11/65.*
883	Building materials, Leicester, C.6/65, *add D.3/66.*
1875	Building materials, Lewes and district, *add F.11/65.*
208	Building materials, Liverpool, *add C.11/65.*
1722	Building materials, Llanelly and district, *add F.11/65.*
235	Building materials, London, *add C.11/65.*
1876	Building materials, Maidstone and district, *add F.11/65.*
1877	Building materials, Medway Towns, *add F.11/65.*
1295	Building materials, Midlands, *add C.11/65.*
1792	Building materials, Middle and North Northumberland, *add F.11/65.*
1878	Building materials, Mid-Surrey, *add F.11/65.*
1723	Building materials, Neath, *add F.11/65.*
1517	Building materials, N. Devon, *add F.11/65.*
257	Building materials, N.E. Counties, *add C.11/65.*
1794	Building materials, N. Shields, Blyth and district, *add F.11/65.*
1879	Building materials, Newbury and district, *add F.11/65.*
1880	Building materials, New Forest and district, *add F.11/65.*
1689	Building materials, Newport (Mon.) and district, *add F.11/65.*
1516	Building materials, N. Somerset, *add F.11/65.*
44	Building materials, North-west England, *add C.11/65.*
1881	Building materials, Oxfordshire, *add F.11/65.*
1882	Building materials, Oxted and district, *add F.11/65.*
1798	Building materials, Pembrokeshire, *add F.11/65.*
1817	Building materials, Pontypridd and Rhondda, *add F.11/65.*
1701	Building materials, Pontypool and district, *add F.11/65.*
1883	Building materials, Portsmouth, *add F.11/65.*
1711	Building materials, Port Talbot and district, *add F.11/65.*
1562	Building materials, Plymouth and district, *add F.11/65.*
1884	Building materials, Reading and district, *add F.11/65.*
1885	Building materials, Sittingbourne, Sheppey and district, *add F.11/65.*
1886	Building materials, Slough, Windsor and district, *add F.11/65.*
1887	Building materials, Southampton and district, *add F.11/65.*
1503	Building materials, South Gloucestershire, *add F.11/65.*
2281	Building materials, South Shields and district, *add F.11/65.*
1513	Building materials, South Somerset, *add F.11/65.*
536	Building materials, Southern England, *add C.11/65.*
64	Building materials, South Wales, *add C.11/65.*
1498	Building materials, South-west England, *add C.11/65.*
1888	Building materials, Staines and district, *add F.11/65.*
1889	Building materials, Swanage and district, *add F.11/65.*
1724	Building materials, Swansea, *add F.11/65.*
1515	Building materials, Taunton and district, *add F.11/65.*
1499	Building materials, Torbay and district, *add F.11/65.*
1607	Building materials, Weston-super-Mare, *add F.11/65.*
1890	Building materials, West Kent, *add F.11/65.*
1891	Building materials, West Surrey, *add F.11/65.*
1892	Building materials, West Sussex, *add F.11/65.*
1512	Building materials, Wiltshire, *add F.11/65.*
1893	Building materials, Winchester, Andover and district, *add F.11/65.*
1166	Building materials, Yorkshire, *add C.11/65.*
	C
2863	Cruisers, *add F.3/66.*
	D
2983	Detergents, soap powders.
1151	Diesel fuel, gasoline, *add Plymouth.*
	E
727	Electrical plant and goods, C.4/58, 3/61, 3/65, *add C.2/66.*
	F
1057	Ferrous bolts and nuts, *add F.3/66.*
3021	Fish.
3022	Fish.
3023	Fish.

Registered No. of Agreement	Commodity
3026	Fish.
2997	Fish, Shetland.
3014	Fish, Shetland.
3015	Fish, Shetland, E.12/63.
	H
2464	Heavy outerwear, women's and children's, *add C.11/65.*
1121	Hot-rolled steel, Sheffield, *add F.3/66.*
	M
3011	Mandarin oranges (canned) E. 11/66
1106	Manganese steel trackwork railways, tramways, D.8/64, *add C.5/66.*
3024	Metal valves, pipe fittings, tools and equipment
3013	Milk, Penrith, D.12/65.
3012	Milk, Saffron Walden, D.2/66.
*3019	Mobile hydrulic hammers, tools and accessories, Pt. Midlands and S.W. and S. Wales.
*1153	Motor fuel, *add Birmingham, D.6/59.*
1155	Motor fuel, Coventry.
1154	Motor fuel, *add Kent.*
1156	Motor fuel, *add Leeds, D.5/57.*
1157	Motor fuel, *add London, D.6/60.*
1158	Motor fuel, storage tanks, *add Westham, Sussex.*
	N
2805	Newspapers (dailies), *add C.3/66.*
2720	Newspapers (morning dailies), D.8/61, *add C.3/66.*
2965	Newspapers (morning dailies), *add C.3/66.*
	P
2979	Pigs, pigmeat.
3016	Pistons for motors.
	S
2962	Self-adhesive cellulose tapes, D.6/65, *add C.2/66.*
2970	Self-adhesive cellulose tapes, D.12/60, *add C.2/66.*
878	Summation metering equipment, *add D.10/65, C.2/66.*
1492	Summation metering equipment, *add D.10/65, C.2/66.*
	T
2149	Tobacco and cigarettes, *add F.5/61.*

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
181	Building materials.	—	F	April 1966
575	Brushes and brooms	—	D	Sept. 1966
878	Summation metering equipment	—	D	Oct. 1965
883	Building materials.	Leicester	D	Mar. 1966
1057	Ferrous bolts and nuts	—	F	Mar. 1966
1121	Hot-rolled steel	Sheffield	F	Mar. 1966
1153	Motor fuel	Birmingham	D	June 1959
1156	Motor fuel	Leeds	D	May 1957
1157	Motor fuel	London	D	June 1960
1175	Bolts, nuts, rivets, screws	—	D	Mar. 1966
1492	Summation metering equipment	—	D	Oct. 1965
1499	Building materials.	Torbay and district	F	Nov. 1965
1503	Building materials.	S. Gloucestershire	F	Nov. 1965
1504	Building materials.	Cheltenham and district	F	Nov. 1965
1505	Building materials.	Cornwall.	F	Nov. 1965
1506	Building materials.	Exeter and district	F	Nov. 1965
1508	Building materials.	Herefordshire	F	Nov. 1965
1509	Building materials.	Bristol	F	Nov. 1965
1511	Building materials.	Dorset	F	Nov. 1965
1512	Building materials.	Wiltshire.	F	Nov. 1965
1513	Building materials.	S. Somerset	F	Nov. 1965
1515	Building materials.	Taunton and district.	F	Nov. 1965
1516	Building materials.	N. Somerset	F	Nov. 1965
1517	Building materials.	N. Devon	F	Nov. 1965
1562	Building materials.	Plymouth and district	F	Nov. 1965
1598	Building materials.	Gloucester and district	F	Nov. 1965
1607	Building materials.	Weston-super-Mare	F	Nov. 1965
1687	Building materials.	Abergavenny	F	Nov. 1965
1689	Building materials.	Newport (Mon.) and district	F	Nov. 1965
1701	Building materials.	Pontypool and district	F	Nov. 1965
1711	Building materials.	Port Talbot and district	F	Nov. 1965
1716	Building materials.	Brecon and district	F	Nov. 1965
1721	Building materials.	Carmarthen	F	Nov. 1965
1722	Building materials.	Llanelly and district	F	Nov. 1965
1723	Building materials.	Neath	F	Nov. 1965
1724	Building materials.	Swansea	F	Nov. 1965
1725	Building materials.	Amman valley	F	Nov. 1965
1739	Building materials.	Hartlepools	F	Nov. 1965
1792	Building materials.	Mid. and N. Northumberland	F	Nov. 1965
1794	Building materials.	N. Shields, Blyth and district	F	Nov. 1965
1798	Building materials.	Pembrokeshire	F	Nov. 1965
1817	Building materials.	Pontypridd and Rhondda	F	Nov. 1965
1822	Building materials.	Cardiganshire	F	Nov. 1965
1850	Building materials.	Aberdare and Merthyr	F	Nov. 1965
1854	Building materials.	Aldershot and district	F	Nov. 1965
1855	Building materials.	Ashford and district	F	Nov. 1965
1856	Building materials.	Aylesbury and district	F	Nov. 1965
1857	Building materials.	Basingstoke	F	Nov. 1965
1858	Building materials.	Bexhill-on-Sea	F	Nov. 1965
1859	Building materials.	Bournemouth, Poole and Christchurch	F	Nov. 1965
1860	Building materials.	Brighton, Hove and district	F	Nov. 1965
1861	Building materials.	Canterbury and district	F	Nov. 1965
1862	Building materials.	Caterham and Warlingham	F	Nov. 1965
1863	Building materials.	Dover, Deal and district	F	Nov. 1965
1864	Building materials.	Eastbourne	F	Nov. 1965
1865	Building materials.	East Grinstead and district	F	Nov. 1965
1866	Building materials.	Folkestone and district	F	Nov. 1965
1867	Building materials.	Gosport, Fareham and district	F	Nov. 1965
1868	Building materials.	Gravesend and district	F	Nov. 1965
1869	Building materials.	Hailsham and district	F	Nov. 1965
1870	Building materials.	Hastings and district	F	Nov. 1965
1871	Building materials.	High Wycombe and district	F	Nov. 1965
1872	Building materials.	Horsham and district	F	Nov. 1965
1873	Building materials.	Isle of Thanet	F	Nov. 1965
1874	Building materials.	Isle of Wight	F	Nov. 1965
1875	Building materials.	Lewes and district	F	Nov. 1965
1876	Building materials.	Maidstone and district	F	Nov. 1965
1877	Building materials.	Medway Towns	F	Nov. 1965
1878	Building materials.	Mid-Surrey	F	Nov. 1965
1879	Building materials.	Newbury and district	F	Nov. 1965
1880	Building materials.	New Forest and district	F	Nov. 1965
1881	Building materials.	Oxfordshire	F	Nov. 1965
1882	Building materials.	Oxted and district	F	Nov. 1965
1883	Building materials.	Portsmouth	F	Nov. 1965
1884	Building materials.	Reading and district	F	Nov. 1965
1885	Building materials.	Sittingbourne, Sheppey and district.	F	Nov. 1965
1886	Building materials.	Slough, Windsor and district	F	Nov. 1965
1887	Building materials.	Southampton and district	F	Nov. 1965
1888	Building materials.	Staines and district	F	Nov. 1965
1889	Building materials.	Swanage and district	F	Nov. 1965
1890	Building materials.	West Kent	F	Nov. 1965
1891	Building materials.	West Surrey	F	Nov. 1965
1892	Building materials.	West Sussex	F	Nov. 1965
1893	Building materials.	Winchester, Andover and district.	F	Nov. 1965
2009	Building materials.	Bridgend and district	F	Nov. 1965
2149	Tobacco and cigarettes	—	F	May 1961
2281	Building materials.	South Shields and district	F	Nov. 1965
2784	Building materials.	E. Glam. and Mont.	F	Nov. 1965
2794	Building materials.	Ebbw Vale and district	F	Nov. 1965
2863	Cruisers	—	F	Mar. 1966
3012	Milk	Saffron Walden	D	Feb. 1966
3013	Milk	Penrith	D	Dec. 1965
3027	Alcoholic beverages	Aberdeen	F	May 1966
3028	Alcoholic beverages	—	F	May 1966

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
644	Scaffolding.

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
47s. 6d. (*by post* 50*s.* 3*d.*)
(Amendments available on Annual subscription £3 including postage.)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, JUNE 28

Merchant Navy Complement

Asked how many seamen had left the Merchant Navy during each of the last 10 years on account of reaching retirement age, to take up other occupations, and in order to serve with foreign shipping fleets, Mr. Roy Mason gave the figures below. He said that separate figures were not available for the numbers leaving on reaching retirement age, to take up other occupations or to serve in foreign flag ships.

DISCHARGE

Year	Own Request	Lapsed (1)	Total
1956	19,712	15,206	34,918
1957	18,369	14,419	32,788
1958	14,709	18,009	32,718
1959	12,470	15,875	28,345
1960	14,022	15,636	29,658
1961	15,607	22,010	37,617
1962	16,188	24,310	40,498
1963	17,229	17,669	34,898
1964	16,075	14,500	30,575
1965	15,150	17,298	32,448

Note: (1) These figures refer to seamen who have not been employed in the industry during the preceding 12 months and are assumed to have left the sea.

Asked how many seamen had been recruited to the Merchant Navy during each of the last 10 years, Mr. Roy Mason gave the following information:

ENGAGED

Year	New Entrants	Re-Entrants (1)	Total
1956	23,106	13,012	36,118
1957	21,356	11,483	32,839
1958	15,727	9,085	24,812
1959	16,349	9,960	26,309
1960	21,470	12,672	34,142
1961	26,183	13,592	39,775
1962	17,742	11,040	28,782
1963	14,715	11,571	26,266
1964	17,042	11,367	28,409
1965	17,977	11,243	29,220

Note: (1) Being seamen who having served in the Merchant Navy, left the industry and have now been re-employed at sea

Medical Equipment Exhibition in Beirut

Asked if he would make a statement on the recent British Hospital Medical Equipment Exhibition sponsored by the Board of Trade in Beirut at the Annual Islamic Medical Conference, Mr. Roy Mason, Minister of State, Board of Trade, said: 'This exhibition was organized under the Joint Venture Scheme by the Board of Trade in collaboration with the Ministry of Health, the British Hospital Export Council and the Scientific Instrument Manufacturers Association of Great Britain. The products of 58 British firms were shown to medical specialists from the Lebanon and other countries throughout the Middle East.

I understand that over £45,000 worth of equipment was sold during the exhibition, and inquiries received are expected to lead to business worth very much more. The exhibitors are to be congratulated on their enterprise.'

Patent Office building in Croydon

Several questions were asked on the proposed building for the housing of the Patent Office in Croydon; whether it would be compatible with the continuing growth of its activities; whether the supply of clerical labour in Croydon would meet the needs of the Patent Office when transferred; what is the annual rent of the Patent Office in London, the proposed rent for premises in Croydon and the rent for comparable accommodation in an expanded town such as Swindon; whether there were sufficient educational facilities in Croydon for the families of the displaced staff; and if there was sufficient suitable housing accommodation there for the displaced staff. Mr. George Darling. Minister of State, Board of Trade, answered that the Patent Office was at present split between Crown and leased buildings; it was not the practice to disclose details of rent paid for Government offices. Negotiations were in progress for premises in Croydon which took account of the expected growth in the activities of the Patent Office and which also attracted a lower rent than would be charged for new premises in Central London.

Croydon was chosen, after he had considered views expressed by the users of the Patent Office, because Croydon was so easily accessible from Central London. The residential area round Croydon could certainly accommodate staff who wished to move there. and the plans of the educational authorities provided sufficient school places to meet the extensive developments under way in Croydon. Mr. Darling said he expected to find most of the Patent Office's requirements of clerical labour from the Board of Trade's own resources.

WEDNESDAY, JUNE 29

Industrial development in Luton

Asked whether, in view of the expanding population and high rates, he would establish an industrial trading estate in the Luton rural district by the issue of industrial development certificates, Mr. Douglas Jay. President of the Board of Trade, said that existing industry in the area, where there was at present a general shortage of labour, seemed likely to absorb any additional labour becoming available. He saw no grounds for a relaxation in the issue of industrial development certificates.

Hotel and tourist industries

Asked whether he would make a statement about his discussion with the British Travel Association concerning the effect of recent Government proposals on the hotel and tourist industries, the President said: 'We are discussing whether some way can be found for assisting selected hotels to increase significantly their earnings from overseas visitors. I will make a statement as soon as possible.'

Restrictive Trade Practices Act

Asked what was the scale of charges payable in respect of the registration of trading agreements under the Restrictive Trade Practices Act, Mr. George Darling answered that there were no such charges.

THURSDAY, JUNE 30

Advance factory in Aberdeen

Asked what progress he had made in the purchase of the site in Aberdeen for the advance factory announced by him last September; and if he would now specify the site and the use to which he planned to put it, the President replied that he hoped negotiations would shortly be concluded for the purchase of a 10-acre site on the Tullos Estate. This site would be large enough to accommodate both the advance factory announced last September and further factory development as required.

Licensing arms contracts

Asked if he would make a statement on the method of licensing arms contracts arranged by the arms salesman, and also state the number and value of licences granted for the last 12 months, and the countries for which licences were granted, the President said: 'The normal processes of interdepartmental consultation will continue. Licences for arms and military equipment are issued with due regard to the political, economic. strategic and security implications of each case. It is not the practice to disclose information about such licences.'

Geddes Report on shipbuilding

Asked what submissions he had received from the shipbuilding industry in respect of the recommendations contained in the Geddes Report, Mr. Roy Mason said that memoranda had been received setting out the position of the Shipbuilding Conference, the Shipbuilding Employers' Federation and the National Association of Marine Engine Builders, and of the Confederation of Shipbuilding and Engineering Unions.

Labelling of boots and shoes

Asked if he would introduce legislation in the current session to make it compulsory for manufacturers to mark boots and shoes to indicate the materials used in their production. Mr. George Darling said that it was intended to introduce, as soon as Parliamentary time permitted, legislation which would provide a general power to require informative labelling of specified classes of goods. He could not say whether it will be possible this session.

FRIDAY, JULY 1

Local Employment Act 1960

Several questions were asked on the recommendations of the Estimates Committee, which examined the administration of the Local Employment Act, 1960.

The President of the Board of Trade, was asked what steps he had taken to implement the recommendation that management corporations should be given a more positive part to play in encouraging industry to settle in development areas. He replied that the Corporations were being given additional powers by the Industrial Development Bill. He believed that these changes would achieve the most efficient division of functions between the Board of Trade and the Corporations.

Asked what action had been taken to carry out the recommendation that the Board of Trade should consult the management corporations and the valuation office about reviewing the procedures on valuation in order to reduce delays, the President said that in accordance with this recommendation, the Board carried out, in consultation with the management corporations and the valuation office, a review of the procedures, and as a result certain time-saving modifications were introduced. These procedures were being kept under constant review.

Asked what action he had taken upon the recommendation that a comprehensive study be

(*Continued at foot of next page*)

New Books

Development Planning, the Essentials of Economic Policy, by W. Arthur Lewis (278 pages. Allen & Unwin, 30s.). The literature of economic development includes several theoretical works, but little has previously been published which provides, as Professor Lewis does in this book, an account of how a development plan is made, of the chief snags which are encountered in planning, and of what distinguishes good planning from bad. Professor Lewis writes for the intelligent layman, presupposing the equivalent of one year's course in economics. His book begins with a brief survey of the characteristics of development planning, which is followed by three long chapters dealing respectively with development strategy, the arithmetic of planning, and the machinery of the planning process. The author's view is that technique is subsidiary to policy in making a plan. Therefore, although the basic techniques are described in this book, the emphasis is, throughout, on policy considerations. The operational approach here adopted is complementary to the statement of the philosophy of economic development contained in Professor Lewis's earlier book, *The Theory of Economic Growth* (Allen & Unwin, 1955).

Standards and Specifications: Information Sources, by Erasmus J. Struglia. (187 pages. Gale Research Company, 2200 Book Tower, Detroit, Michigan 48226, USA. $8.75). For anyone who is concerned with acquiring a wide range of American standards this volume should prove to be a useful guidebook. It does not contain the standards themselves, but gives basic information on name and address of issuing body, standards series issued and their scope, and frequently an explanatory annotation. It should be emphasised that individual specifications issued by national bodies such as the American Standards Association or the American Society for Testing and Materials are not listed separately, and the user is directed to the catalogues and indices of these bodies for detailed information. The book is arranged in seven sections of which the most useful to the British user will be those devoted to US Government sources and associations and societies, which occupy more than half the book. There is an author/title index of the publications described, and a general subject index.

Capital Markets in Europe: a Study of Markets in Belgium, West Germany, the Netherlands, and the United Kingdom has been published by the Economic Research Group of Amsterdam-Rotterdam Bank, Midland Bank, Deutsche Bank and Société Générale de Banque (103 pages. Available free on request to Midland Bank Limited, Economics Department, Poultry, London, E.C.2.). In this detailed comparative study, the organization and operations of the capital markets of the four countries and their rôle in international transactions are described. As the underlying object of the study was to consider the scope for the extension of international transactions in securities and the development of European capital markets, the emphasis throughout the survey is on the markets in securities that are quoted on stock exchanges; but an attempt has been made to describe the operations of the markets in their economic setting and special attention is given to the part they play in financing capital formation. For each country there is an account of the market for new issues and an indication of the relative importance of the main groups of investors. The study also outlines the costs involved in dealing in securities and making new issues, and the main elements of the taxation systems relevant to transactions in securities. Figures illustrating the main developments in each country are collected together in the appendices to the four country chapters. The study concludes with a chapter comparing the main features of the national markets, examines the range of international capital transactions, and notes the barriers that continue to obstruct the development of a European market.

Joint Action in Retailing: A Report by a Working Party on Voluntary Groups and Chains. (31 pages. British Productivity Council, Vintry House, Queen Street Place, London, E.C.4. 5s.). The Retail Trades Productivity Committee, which set up the working party, is serviced and administered by the British Productivity Council and is representative of the principal retail trade associations and the Union of Shop, Distributive and Allied Workers. The terms of reference of the working party were: (a) To study and report upon the contribution made to higher productivity in the grocery trade through the development of the services provided by various voluntary groups and voluntary chains; (b) To report upon the possibilities of promoting such arrangements in other retail trades. This report contains the findings of the investigation into the operation of a number of groups and chains, particularly those in the grocery trade. The report claims that bulk buying, regular special offers, advertising, etc., on a collective basis through a voluntary group help to make the small retailer competitive with multiple stores and supermarkets. In conclusion, the report enumerates the advantages of voluntary groups to the retail grocer, the wholesaler, the manufacturer and the customer. The committee also concludes that voluntary group trading has possibilities and applications outside of the grocery trade.

(Continued on next page)

made of the Board of Trade Advisory Committee procedures to reduce delays as quickly as possible, the President said: 'I am doing everything practicable to speed up the procedure. BOTAC must, however, consider applications thoroughly; and a good deal of time is often taken by applicants in providing the information needed.'

Returns on investment in new plant

The President was asked to publish figures comparing the net present worth of a discounted cash flow return over 10 years of an investment of £1,000 in new plant for use in a qualifying industrial process made in 1964-65, pre-change, and a similar investment made in 1966-67, post-change, in a non-development district pre-change, but in a development area post-change, making the assumptions, to be set out in his reply, contained in correspondence relating to this matter. Further questions concerned a similar investment, post-change, in a non-development district, pre-change, and in a non-development area, post-change, and post-change, in a development district, pre-change, and in a development area, post-change. The President gave figures based as nearly as practicable upon the assumptions suggested in the Member's correspondence. They were calculated on the ollowing basis:

(i) The investments were made by a United Kingdom company.

(ii) The profits before depreciation attributable to the investment were in all cases nil in the year of investment (year 1), £250 in years 2, 3 and 4, £200 in years 5, 6 and 7, £100 in years 8 and 9 and £50 in year 10.

(iii) The figures for 'pre-change' took account of 30 per cent investment allowance and were calculated throughout the life of the investment at a rate of income tax of 7s. 9d. in the £ and profits tax of 15 per cent. (For the Answer related to investment in a development district, pre-change, a 10 per cent grant and 'free depreciation' were taken into account; in the two Answers related to non-development districts, pre-change, there was a 10 per cent initial allowance.)

(iv) The figures for 'post-change' were based on Corporation Tax of 40 per cent and incorporate investment grants. Schedule F tax on distributions was 8s. 3d. in the £. The rate of distributions assumed was that which, with income tax at 8s. 3d. in the £, profits tax at 15 per cent and Corporation Tax at 40 per cent, produced the same total tax liability under income tax/profits tax and under Corporation Tax/Schedule F. This rate of distribution worked out at 39.39 per cent of the profits on which Corporation Tax was to be charged.

(v) It had been assumed that the company would have earned sufficient taxable profits to take full advantage of all available tax allowances at the earliest permissible date. This involved assuming the existence of profits other than the return on the investments. The figures stated the net present worth of the investments as the difference between the discounted cash flow from these 'other profits' alone, and the discounted cash flow resulting from both investments and these other profits.

(vi) The plant was assumed to be retained for ten years and then scrapped, and the annual allowances for tax purposes, calculated on the reducing balance, were 15 per cent.

(vii) Grants were received twelve months after the date of expenditure.

(viii) The rate of discount was 7½ per cent. The information respectively was as follows:

£1,098 and £1,148
£1,098 and £1,039
£1,232 and £1,148

MONDAY, JULY 4

Value of exports to Rhodesia

The President was asked if he would state approximately the value of British products exported to Rhodesia in the first five months of 1965 and in the corresponding period in 1966; what was the value of earnings obtained by British business from invisible exports, such as insurance, to Rhodesia in the first five months of 1965 and in the corresponding period of 1966; and what had been the additional cost of buying from the United States of America and elsewhere the tobacco, minerals and other products previously obtained from Rhodesia. The President said that exports in the two periods were valued at £13.1 million and £1.7 million; net earnings for services were approximately £3 million in the first period and were not known in the second; any additional cost of buying supplies elsewhere would have been small.

Sale of magazine subscriptions

Asked what steps had been taken, in view of the continuation of the practice, to curb the practices in connection with the sale of magazine subscriptions referred to in his answer of December 10, 1964, Mr. George Darling said 'As I told the rt. hon. Member for Chislehurst in October 1965 the police investigations did not disclose evidence which would warrant criminal proceedings. As a result of the publicity given to this type of selling, it appears to have diminished, although a few cases have been brought to my notice recently. If the hon. Member is aware of any cases which seem to warrant investigation, perhaps he would let me know.'

NEW BOOKS, *continued*

Trading with the World; an Exporters' Handbook (96 pages. British Junior Chambers of Commerce, 75 Cannon Street, London, E.C.4. 15s., by post 15s. 8d.). The production of this handbook was the main purpose of the 1965 Annual Conference of the British Junior Chambers of Commerce. It is primarily aimed at the businessman with little or no experience of exporting, and with no research staff to help him. The handbook brings together comparable basic economic information on 85 countries. The single page entry for each country includes general background information (e.g. language, weights and measures, exchange rates); figures showing the size and growth of the market and the country's foreign trade; a statement of what foreign trade restrictions or aids exist; and the addresses of export contacts. The statistics included are in most cases for 1964. There are also five pages of general information on government and non-official export services and export trade procedure.

The Joint Iron Council 1945-1966. The Origins and History of the Council and its constituents, the Council of Iron Producers and the Council of Ironfoundry Associations. (138 pages. Allen & Unwin, 45s.). The Joint Iron Council, together with its two member Councils, is a body representing employers in the foundry pig-iron making and ironfounding industry of the United Kingdom. Its scope extends to every activity concerning the industry except the negotiation of wages and hours of labour. The organization itself is perhaps a unique body in British industry. It combines the producers of a semi-finished material – foundry iron – with its consumers – the ironfounders. Together they are also in constant touch with the ultimate users of the iron castings. These users are found in all the chief manufacturing industries of the country. The products of the iron industry therefore play a vital part in the commerce of the United Kingdom and in its export trade. This book describes the gradual evolution of the Council, its influence on contemporary politics and its relations with the State over the past twenty-one years.

Supervisory Training: a New Approach for Management, by J. P. de C. Meade and F. W. Greig. (60 pages. Available from HMSO and Government bookshops, price 4s., by post 4s. 6d.). The authors are the Head and Deputy Head, respectively, of the Industrial Training Service, and the pamphlet has been issued under the auspices of the Central Training Council. A three-point plan for any firm which wants to undertake a supervisory training programme is put forward as (1) Analysis of the jobs of different types of supervisors to establish the knowledge and skills which they need to learn; (2) Appraisal of the skills and knowledge of existing or potential supervisors in order to identify the training needs they have; (3) Planned training on an individual or small group basis. Practical guidance for individual companies is given, along with some suggested procedures and sample forms. The conclusion is reached that not only must supervisory training be job centred and done mainly within the firm, but the most important parts of the training must be done by line managers themselves rather than by personnel or training specialists.

Basic Economic Data, a Compendium. (59 pages. Available from the Librarian, Administrative Staff College, Greenlands, Henley-on-Thames, Oxon. Single copies 7s. 6d.; second and subsequent additional copies ordered at the same time are priced at 5s.). The Administrative Staff College has compiled this pocket-book of economic statistics, and intends to produce revised editions annually. This edition contains 53 tables, arranged in seven sections. Five sections, containing 33 tables, deal with the United Kingdom economy; the remaining tables provide figures on world population and trade and international comparisons. The tables have been extracted from various published sources, mainly emanating from British Government departments and international organizations. In this edition the latest figures are in most cases for 1965.

British Trade Marks and Symbols. A Short History and a Contemporary Selection, by David Caplan and Gregory Stewart. (128 pages. Peter Owen Ltd. 65s.). The aim of this compilation is to assist those interested in the design of trade marks rather than to act as a key or index to trade marks and their holders. The book shows 150 examples of the work of over sixty designers. There are indices of designers and users.

Library Resources in Greater Manchester. 2nd edition, edited by Kenneth Whittaker. (87 pages. Library Association, 7 Ridgemount Street, London, W.C.1. 16s.). There was an error in the final sentence of our review of this publication (see *Board of Trade Journal*, June 24, 1966, page 1411). The sentence should read 'there are topographical (not typographical) and subject indices'.

General Agreement on Tariffs and Trade: Analytical Index. Second revision. (184 pages). In our review of this publication (see the *Board of Trade Journal*, June 24, 1966, page 1411) we stated that the source of supply was the GATT Secretariat in Geneva. The publication is, however, also available in this country from HMSO and Government bookshops, price 10s., by post 11s. 1d.

Wool Statistics, 1965-66. The Results of the Nineteenth Annual Wool Questionnaire prepared by the Commonwealth Economic Committee, the International Wool Textile Organization and the International Wool Study Group, submitted to the 35th International Wool Conference held in Estoril, June 13-17, 1966, and also published as a Supplement to the June 1966 issue of *Wool Intelligence*. 34 pages.

Other publications

THE DIPLOMAT'S ANNUAL. Diplomatic and Consular Year-Book, including Trade Index of Suppliers to the Diplomatic and Consular Corps. 1966 (21st) edition. 182 pages. The Diplomatic Press and Publishing Co. 42s.

THE EUROPA YEAR BOOK. 2 volumes. Volume I. Part I, International Organizations; Part II, Europe. Volume II, Africa, the Americas, Asia and Australasia. Europa Publications Ltd. Either volume separately, £7 10s.; both volumes together £13.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	June 2, 1966	
917,117	Mecanorga S.A.	Method for positioning a movable body with reference to a stationary body through the agency of compressed fluid.
935,085	Bird, William George	Recording the relationship of one physical quantity with another.
938,532	Meccanica Garelli S.p.A.	Centrifugal clutch.
1,006,435	Regie Nationale des Usines Renault	Static ventilation device.
1,009,187	Gevaert Photo-Producten N.V.	Gelatine etc. softening process.
1,010,414	Crompton Parkinson Ltd.	Transformer radiators.
1,013,877	Crompton Parkinson Ltd.	Electric motors.
	June 3, 1966	
772,961	Broido, J.J.G.G.	Motion picture camera.
796,504	Bakelite Ltd.	Injection moulding.
988,700	Oesterheld, K.A.	Method of opening up fibrous bundles of crude asbestos separated from the source rock.
989,051	Oesterheld, K.A.	Apparatus for opening up fibrous bundles of crude asbestos separated from the source rock.
	June 6, 1966	
864,847	S.A.S. Lavorazione Materie Plastiche (LMP) di M.I. Colombo & C.	Method etc. for sheathing a structural member with a synthetic thermoplastic material.
898,354	Mikropie G.m.b.H.	Electrophotographic process and products.
915,107	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara R.T.	Production of 41,4-andro-Stadiene-3, 17-dione.
931,942	Gevaert Photo-Producten N.V.	Hardening proteins.
933,192	Gevaert Photo-Producten N.V.	Hardening proteins.
968,744	Canada Packers Ltd.	Packaging of meat.
989,383	Gevaert Photo-Producten N.V.	Photographic developing compositions.
	June 7, 1966	
926,034	McKee Development Corp.	Production of chemicals from a woody material.
952,289	Chinoin Gyogyezer es Vegyeszeti Termekek Gyara R.T.	New quaternary salt.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office. GORDON GRANT,
Comptroller-General.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'The Patent Office Library* was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

The author is referring to the early 1900*'s, but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants,* 122,000 *came in* 1964. *Without formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

* *Now the National Reference Library of Science and Invention (Holborn Division).*

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
July 14 & 15	**Commercial and private vehicles, industrial and electrical equipment, clothing and textiles, miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, By Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Commercial and private vehicles: Ransomes & Rapier 2-ton and 3½/5-ton mobile cranes; 'Hyster' 2-ton mobile crane; Neals 'Rapid' 2-ton mobile crane (diesel); Commer 5-ton trucks; Thames 3-ton trucks, with winch; Bedford hydraulic tippers and drop side trucks; Morris Commercial trucks; Lister 1-ton auto trucks; Mercury drop side trucks; Austin 'Champs'; Land Rovers 5-cwt. GP vehicles; Fordson 15-cwt. vans; Morris ambulances; Bedford 12-cwt. Utilecons; Brockhouse 4-wheel 5-ton drawbar trailers; Bedford 950-gallon refueller and 500-gallon water tanker; Fordson and David Brown tractors; Ford 'Popular' and 'Anglia' saloons and estate cars; Humber 'Hawk' Touring and Pullman limousines; Morris 'Minor', 'Mini-Minor', 'Minor 1000' and 'Oxford' saloons; Hillman 'Husky' estate cars; Standard 'Ensign' and 'Vanguard' estate cars; Coventry Climax 'Godiva', Austin, Leyland and Fordson Sulzer fire pumps; BSA, Douglas 'Vespa' and Matchless motor cycles.

Machine tools, industrial and electrical equipment: Black & Decker power drill ½ in. bench drilling machine; bench drilling machine, ⅝ in. motorized; Stedall-Dowding pillar drilling machine; Onan charging sets and power unit; oxy-acetylene welding and cutting plant; Metco metal spraying machine; hand operated water pumps, 2 in., 500 gpm; ICI degreasing plant; portable brazing hearth (motorized); Singer industrial treadle sewing machine; Black & Decker electric drills and portable grinders; Wolf electric drills; Sadia 20-gallon electric water boilers; large quantity of miscellaneous electrical equipment.

Clothing and textiles: Denim and battle dress blouses and trousers; jackets; jerkins; raincoats; greatcoats; leggings; rubber boots; ankle boots; shoes; single and double mattresses; sheets; pillows; blankets; haversacks; canvas packs; old leather, hessian, rubber and webbing; mixed rags, etc.

July 21	**Machine tools, engineering and electrical equipment, miscellaneous stores.**	**Technical Stores Depot, Old Dalby, Melton Mowbray, Leics.**	**Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. Melton Mowbray 3081.)**

Machine tools: Oldfield & Scholfield boring, surfacing and screwcutting lathes; centre lathes, 4½ in. to 8½ in.; slotting machines; pillar and bench drills; chain and chisel mortising machines; instrument makers' lathes; bending, rolling and folding machines; planing and thicknessing machines; grooving machines; electric power hacksaws; woodworking machines.

Engineering and electrical equipment: Portable electric drills; heavy duty compressors; pneumatic tools; cylinder reborers and polishers; Landon re-tinning plant; steam cleaners; pneumatic concrete breakers; cement gun apparatus; pneumatic hammer drills; heat treatment furnaces and ovens; smiths' hearths and forges; welding kits and spares; tyre inflation and lubricating plants; mobile paint spraying plants; electric motors; carding machines; circular saw bench; air conditioners; electrical test machines; battery chargers; copper heater units; electrical and radar equipment; oscilloscopes; Avo portable valve testers.

Miscellaneous stores: Warehouse tractors and stillage trucks; trailer vans and trailers; sewing machines; copying and aircraft cameras; lens; projectors; episcope; enlargers; plate drying tables; proving presses; generators; large assortment of photographic stores.

July 27	**Motor vehicle spares, aero and aircraft spares, miscellaneous stores including:**	**No 16 Maintenance Unit, RAF, Stafford**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Rolls Royce, Leyland, Thorneycroft, Coventry Climax, Standard, Austin, Bedford, Rover and Caterpillar spares; Land Rover, Triumph, Ford V8 engines; miscellaneous parachute metal fittings and nylon webbing; ball and roller bearings; fire extinguishers; 4 tons miscellaneous batteries; 14 tons scrap tyres; aluminium boxes and containers; aircraft trolleys; 2 Keith Blackman high efficiency blower and exhaust units with 400V electric motor and starter on trolleys; bedroom furniture including chest of drawers, dressing tables, wardrobes, single and double beds and other household furniture; radar and radio equipment; wooden crates and cases including aero engine cases; wire rope 66 ft. lengths, 2½ in. circumference.

July 28	**Electrical equipment, clothing and textiles, miscellaneous stores including:**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Transformers; invertors; convertors; generators; alternators; meters; motors; batteries; battery chargers; starter units; test equipment; fuel pumps; aircraft wheels; cameras; film and bromide papers; epidiascopes; bearings; Ford engines; rubber dinghies and dinghy equipment; lifting tackle; winches; hoists; greatcoats; raincoats; jackets; blouses; trousers; khaki drill clothing; shorts; underwear, etc.; furniture; mattresses; carpets and a large quantity of miscellaneous stores.

Aug. 3	**Vehicles, clothing and textiles, miscellaneous stores including:**	**Ordnance Depots in Northern Ireland**	**Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233.)**

Land Rovers; Austin 'Champs'; Austin limousine; Ford 'Zephyrs'; Standard 'Vanguards'; Austin, Morris and Bedford trucks; Bedford teleprinter office truck; AEC 'Matador' tractors; Fordson 'Major' mechanical shovel; Morris water tanker (200 gallons); BSA 500 cc motor cycles; heavy duty cooking ranges; electrical equipment; motor vehicle spares; greatcoats; khaki drill trousers; blouses; boots and shoes; haversacks; carpets; curtains; mattresses; pillows; blankets; scrap brass, canvas, jute, rubber; mixed rags; furniture and kitchenware, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
July 19	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828.)

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

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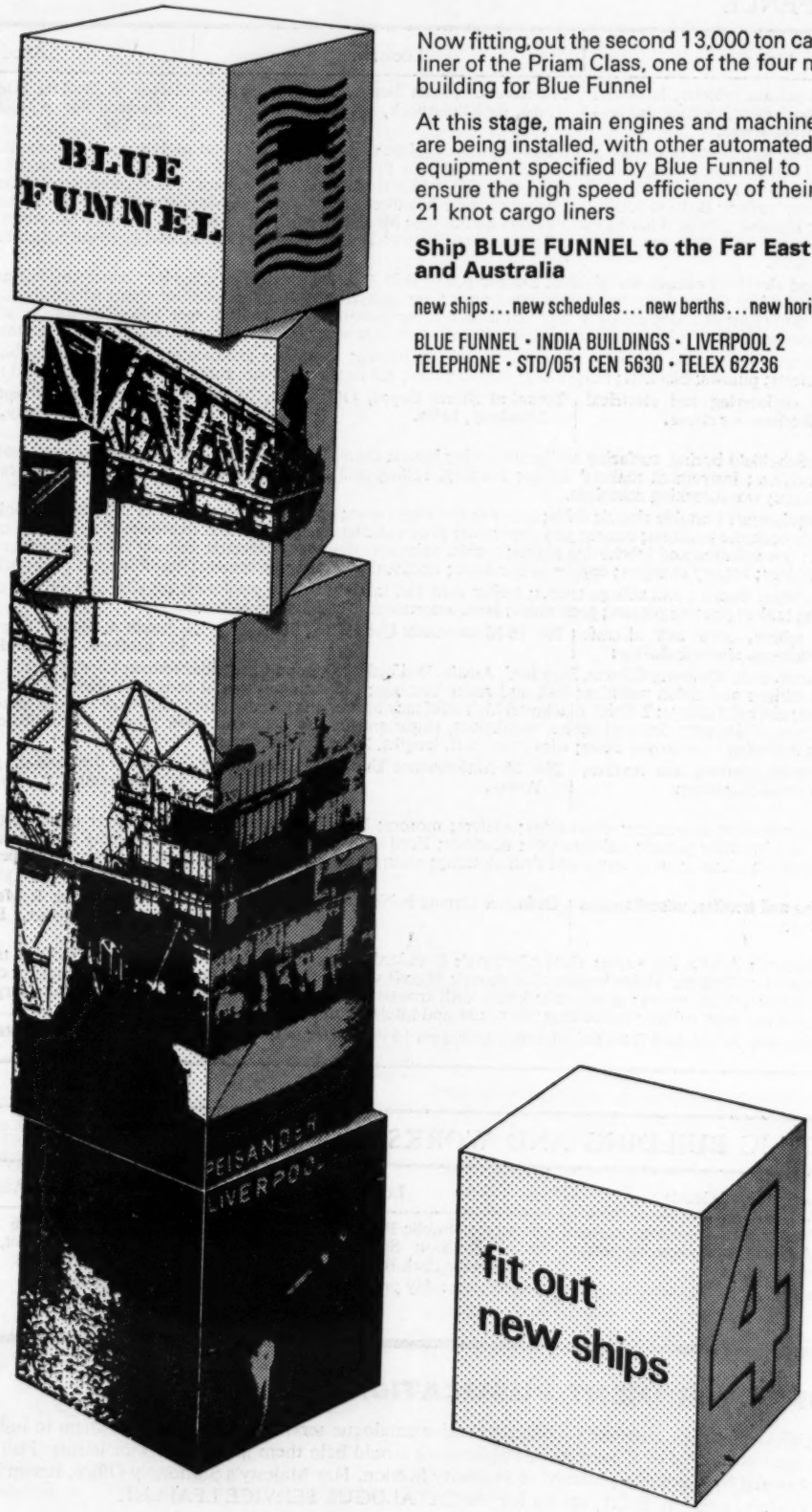

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	170	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	168	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	179	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	177	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	156	131	160	187	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	170	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..	134	..	..	..	110	..	137	165	..	..	..	+ 58	N/C	+17
1965															
November	..	133	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	134	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	134	..	..	..	110	..	..	..	..	..	..	..	..	..
February		133				109									
March		135				110									
April		134*				110									
May						111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter	164	122*	134·4	+4·3	113·7*	131·4*	165·9	279	260	+ 5	— 5	159	153	—39
2nd quarter								282	295	+35	+33			
1965														
November	165	124	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165	121	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	165	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165	121*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March	164	122*	134·7	+4·3	114·0*	131·9*	167·2	274	274	+14	+10	158	153	..
April	164*	123*	136·3	+3·6	116·4*	132·5*	167·8	279	289	+15	+14	157	153	
May			137·2	+3·9	117·8*	132·6*	167·8	277	296	+ 7	+ 9	163	155	
June								290	300	+ 4	+13			

* Provisional. † Not seasonally adjusted.

Industry's capital expenditure in the first quarter of 1966

REVISED ESTIMATES for the first quarter of 1966 show that industry's capital expenditure was 1 per cent higher than in the fourth quarter of 1965; within this total movement, manufacturing industry's investment is now estimated at 5 per cent above its level in the previous quarter, while the distributive and service industries (excluding shipping) showed a fall in investment of about 2 per cent.

Manufacturing industry

Capital expenditure in manufacturing industry showed a rise of 5 per cent (at 1958 prices, seasonally adjusted) over the fourth quarter, and was almost at the peak level of the first quarter of 1965. While the quarterly figures are subject to random irregularities, it is clear that expenditure charged to manufacturers' capital asset accounts in the first quarter was still being maintained at the high levels reached in 1965.

Expenditure on all three types of assets increased. Most of the absolute increase was in plant and machinery, but expenditure on vehicles increased more proportionately; for these groups the peak figures of a year earlier were exceeded, but expenditure on new building work was only a little higher than in the fourth quarter and substantially below the level of a year earlier.

The engineering and allied industries and the textiles, leather and clothing industries showed some recovery from the lower levels of preceding quarters, and the chemicals industries, whose investment has been rising steadily since the middle of 1963, showed a further rise in the first quarter.

Distributive and service industries

Expenditure by the distributive and service industries (excluding shipping) showed a fall of about 2 per cent from the previous quarter, but remained only slightly below the average of 1965. Capital expenditure by businesses in distribution was a little above the fourth quarter, and was about the quarterly average for 1965; but retailers' investment remained below the highest levels reached in 1964/5. The experience of the various service industries more than accounted for the fall in the fourth quarter recorded for distributive and service trades as a whole. Expenditure on vehicles showed a slight increase, while that on new building work and on plant and machinery fell.

The shipping industry's investment was a little below the fourth quarter and the average of 1965.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

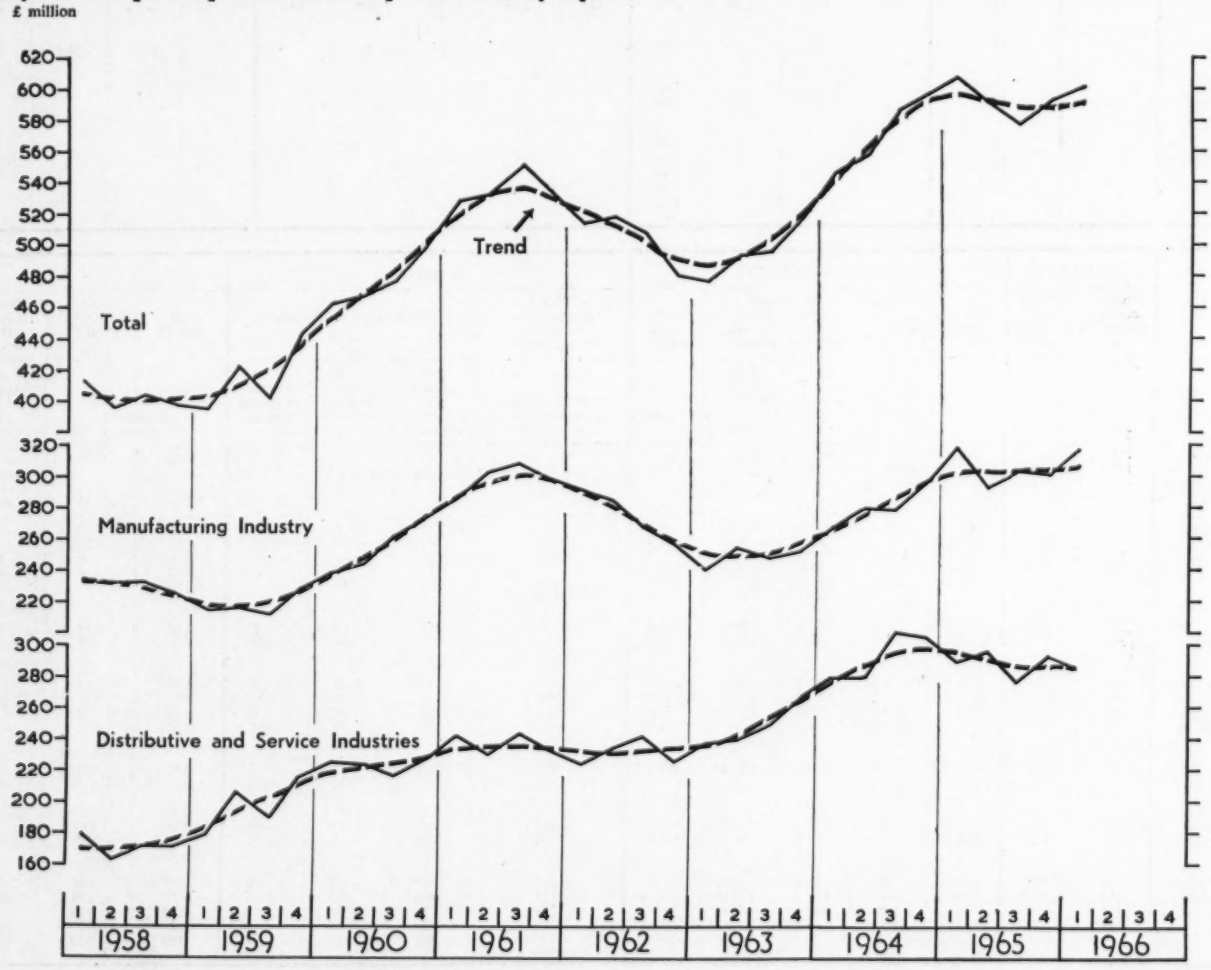


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	993	992	1,985	617	467	942
1964	1,118	1,171	2,289	718	520	1,052
1965	1,213	1,154	2,367	767	496	1,107
1960 1st quarter	238	225	463	138	112	213
2nd quarter	244	223	467	132	117	218
3rd quarter	261	216	477	136	110	231
4th quarter	273	226	499	141	117	241
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	240	237	477	148	101	228
2nd quarter	254	239	493	155	103	235
3rd quarter	247	249	496	154	106	237
4th quarter	252	267	519	160	117	242
1964 1st quarter	267	279	546	166	126	255
2nd quarter	279	279	558	174	124	260
3rd quarter	278	308	586	185	138	263
4th quarter	294	305	599	192	132	275
1965 1st quarter	318	289	607	202	121	286
2nd quarter	293	296	589	194	130	266
3rd quarter	302	276	578	188	117	273
4th quarter	300	293	593	183	128	282
1966 1st quarter	316	284	600	183	129	288

The total of manufacturing industry and of the distributive and services industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	879·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1965	167·2	20·8	220·5	97·6	239·9	109·5	130·7	91·4	134·8	1,212·4	337·5	90·9	784·0
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·0	4·7	54·5	25·5	67·2	27·3	36·9	24·8	33·9	317·8	91·4	24·5	201·9
2nd quarter	39·1	4·9	51·8	23·9	60·3	27·5	30·3	24·6	30·2	292·6	84·8	22·1	185·7
3rd quarter	45·0	5·0	59·1	24·5	54·7	24·8	33·0	22·1	33·6	301·8	82·7	21·0	198·1
4th quarter	40·1	6·2	55·1	23·7	57·7	29·9	30·5	19·9	37·1	300·2	78·6	23·3	198·3
1966 1st quarter	38·2	6·4	61·2	25·7	62·3	30·3	34·3	19·0	38·5	315·9	80·7	26·1	209·1

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles (excluding ships of the Shipping Industry)	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	227	681	1,061	426	315	323
1960 1st quarter	40	22	43	120	185	75	55	55
2nd quarter	43	25	43	112	180	70	55	55
3rd quarter	38	26	44	108	178	67	53	58
4th quarter	37	27	45	117	189	72	59	58
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	60	173	274	109	83	84
2nd quarter	30	38	57	171	266	108	79	80
3rd quarter	22	38	56	160	254	105	74	75
4th quarter	26	36	54	177	267	104	79	84
1966 1st quarter	22	40	54	168	262	102	81	79

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million.

Period	Manufacturing Industry (b)	Distributive and service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,074	1,024	2,098
1964	1,244	1,221	2,465
1965	1,410	1,243	2,653
1960 1st quarter	221	216	437
2nd quarter	236	216	452
3rd quarter	271	206	477
4th quarter	293	242	535
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	241	241	482
2nd quarter	268	242	510
3rd quarter	269	250	519
4th quarter	296	291	587
1964 1st quarter	273	282	555
2nd quarter	304	287	591
3rd quarter	311	308	619
4th quarter	356	344	700
1965 1st quarter	337	303	640
2nd quarter	333	311	644
3rd quarter	354	286	640
4th quarter	386	343	729
1966 1st quarter	351	306	657

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services.)

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

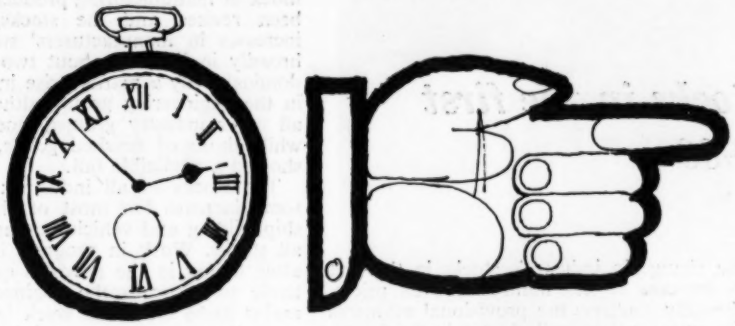
(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

Production of man-made fibres in May

TOTAL PRODUCTION by weight of man-made fibres in May was 5 per cent more than in May 1965. Within the total, output of continuous filament was 10 per cent more and staple fibre 1 per cent more.

(million lb. 'Delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1965 4th quarter	98·8	116·2	215·0
1966 1st quarter	108·1	120·5	228·6
1965 March	35·2	43·0	78·2
April	32·1	38·8	70·9
May	35·5	41·8	77·4
1966 March	39·7	44·8	84·5
April	36·2	39·1	75·3
May	39·1	42·2	81·4



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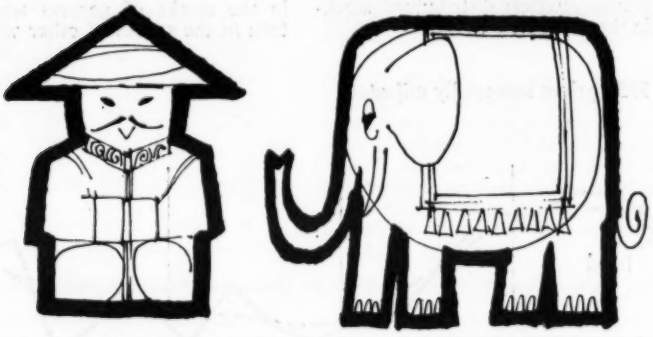

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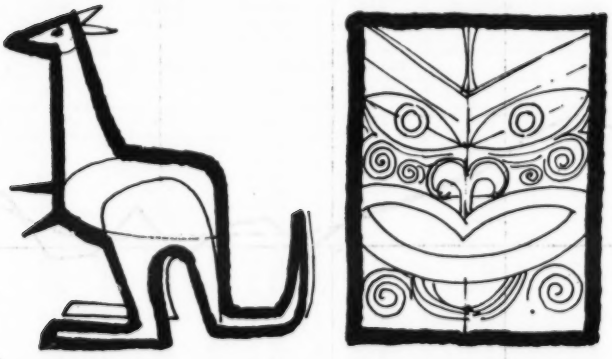

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Industry's stocks in the first quarter of 1966

REVISED ESTIMATES of the change in industry's stocks in the first quarter of 1966 show an increase of £75 million at 1958 prices, seasonally adjusted; this broadly confirms the provisional estimates of a recovery in stockbuilding from the small change in the fourth quarter of 1965 (when stockbuilding was only £27 million). This recovery was due to the turnround in manufacturers' stockbuilding after the exceptional fall in the fourth quarter; distributors' stockbuilding was slightly lower than in the last quarter.

Manufacturers' stocks rose by £58 million at 1958 prices, seasonally adjusted, somewhat less than previously estimated; this increase is much the same as the average rate of stockbuilding in 1965. The index of manufacturing production for the first quarter of 1966 has been revised and the stocks/production ratio now shows the increases in manufacturers' stocks and production to have been broadly in line for about two years. The increase in stocks was dominated by a marked rise in work in progress, occurring largely in the engineering group, although small rises also took place in all other industry groups; stocks of materials and fuel also rose while those of finished goods, which have been rather variable, showed a negligible fall.

The stocks of all industries except metal manufacture showed some increase but most of the increase was in the engineering, shipbuilding and vehicles group which holds a high proportion of all stocks. Work in progress in these industries rose substantially after falling in the previous quarter; fluctuations of this type are liable to occur in the engineering industries where deliveries of major items on which work in progress has been building up for some time can cause a substantial movement in the figures.

Retailers' stocks continued to increase steadily but those of wholesalers showed no change from the end of 1965; a small rise in the stocks of general wholesale distributors was balanced by falls in the stocks of other wholesalers.

Changes in industry's stocks at 1958 prices seasonally adjusted

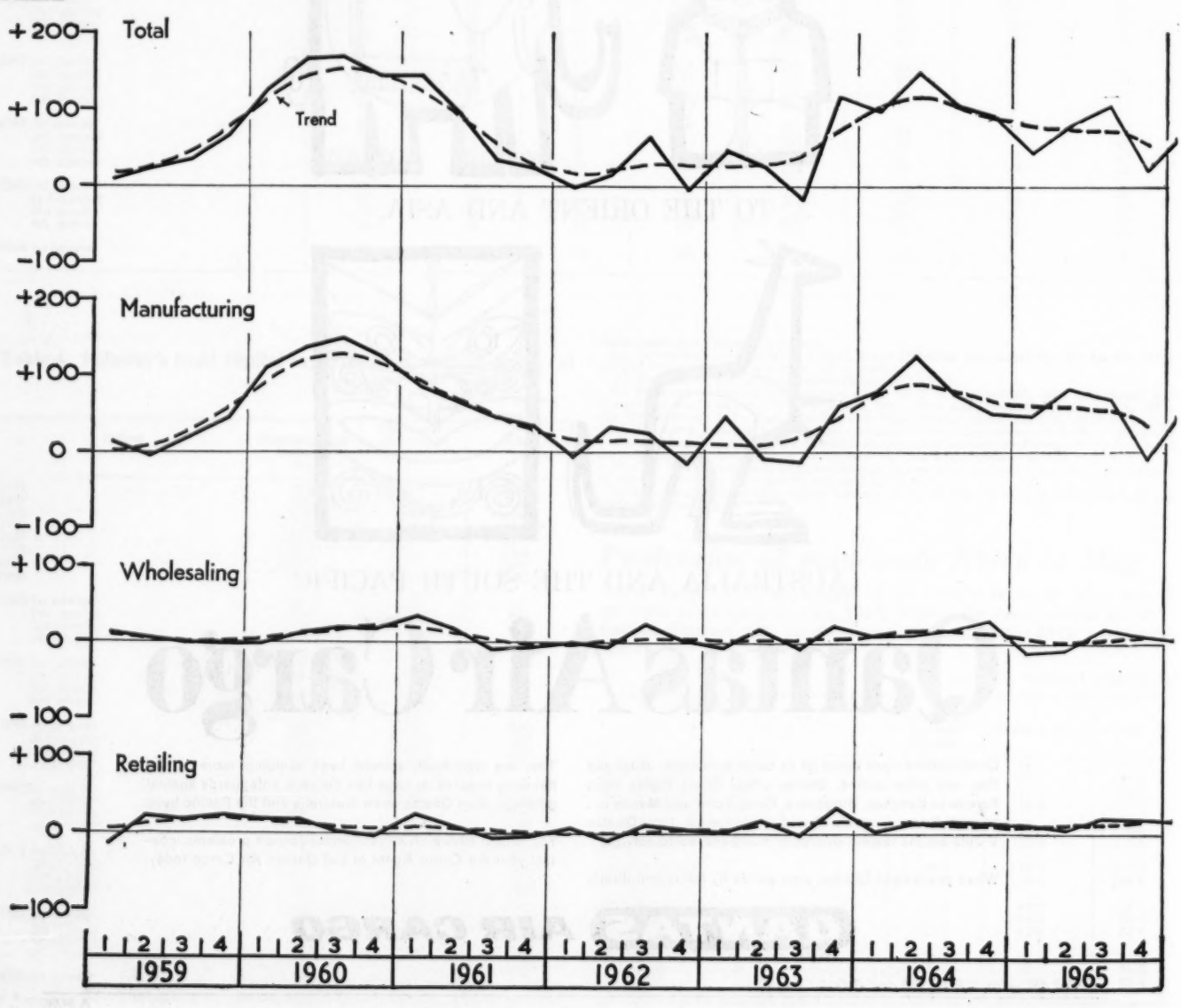

Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1965	6,355	1,036	1,190	8,581
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+72	+47	+451
1965	+199	+19	+57	+275
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 1	+ 3	+ 51
2nd quarter	— 9	+19	+18	+ 28
3rd quarter	— 12	— 9	— 1	— 22
4th quarter	+ 61	+20	+35	+116
1964 1st quarter	+ 79	+10	+ 3	+ 92
2nd quarter	+126	+13	+12	+151
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 50	+30	+15	+ 95
1965 1st quarter	+ 49	—10	+12	+ 51
2nd quarter	+ 83	— 5	+ 7	+ 85
3rd quarter	+ 71	+21	+20	+112
4th quarter	— 4	+13	+18	+ 27
1966 1st quarter	+ 58	N/C	+17	+ 75

Mr. J. Richard Gaechter (left), Second Secretary at the Swiss Embassy in London examining a cage-guided needle bearing at INA Needle Bearings Ltd., Llanelly, Carms. With him are Alderman C. Rodge, of Llanelly, and Mrs. I. Bowen, of INA. INA Needle Bearings Ltd. is owned by Hydrel AG, of Romanshorn, Switzerland, and moved to a Board of Trade factory at Llanelly in 1958. The company has recently opened another new factory in Llanelly with a floor area of 70,000 square feet and an office area of 14,000 square feet.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1965	874	558	489	3,110	678	646	6,355	2,300	2,343	1,712
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1965	—11	+12	+14	+151	— 8	+41	+199	+ 37	+ 74	+ 88
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+14	+ 8	+ 49	+ 3	+ 66	— 20
2nd quarter	—11	+38	— 4	+ 49	— 5	+16	+ 83	+ 21	— 16	+ 78
3rd quarter	+22	— 2	+ 3	+ 41	—12	+19	+ 71	+ 8	+ 27	+ 36
4th quarter	— 6	— 6	+ 6	+ 9	— 5	— 2	— 4	+ 5	— 3	— 6
1966 1st quarter	+10	+ 9	N/C	+ 27	+ 8	+ 4	+ 58	+ 18	+ 42	— 2

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Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31 1965
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	674
		1966	+ 5					
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	94
		1966	— 1					
832	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	268
		1966	— 4					
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	1,036
		1966	N/C					

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
Manufacturing (b)	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120	+180	+108	+144	+552	
	1965	+121	+149	+104	+ 94	+468	7,298
	1966	+158					
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	1,169
	1966	+					
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 73	— 1	+ 6	+ 4	+ 82	1,334
	1966	+ 81					
Total (e)	1960	+203	+214	+161	+119	+697	
	1961	+225	+160	+ 52	— 15	+422	
	1962	+ 75	+ 33	+ 53	+ 1	+162	
	1963	+117	+ 17	+ 20	+186	+340	
	1964	+189	+223	+177	+177	+766	
	1965	+193	+157	+164	+ 84	+598	9,801
	1966	+247					

Notes relating to Tables 1-4.
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5

Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1)		
		Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·3
	2	116	115	100·3
	3	117	114	102·4
	4	118	113	104·4
1962	1	118	113	104·1
	2	118	115	102·9
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·6
	3	119	121	98·0
	4	120	124	97·1
1964	1	122	126	96·4
	2	125	128	97·2
	3	126	129	97·6
	4	127	131	97·2
1965	1	128	133	97·6
	2	130	132	98·4
	3	131	133	98·6
	4	131	134	98·1
1966	1	132	136	97·6

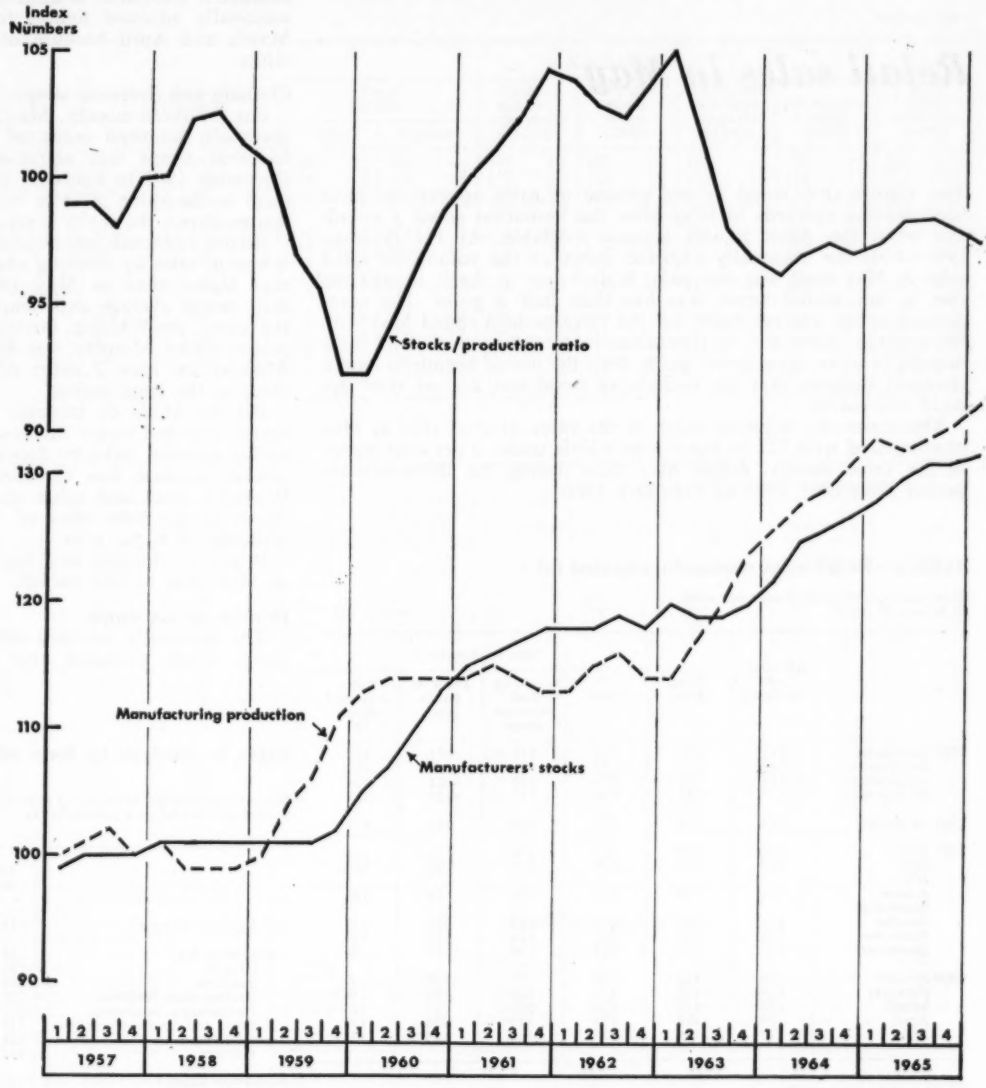
Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks/production ratios are calculated from unrounded estimates of the data in the previous two columns.

The relationship of manufacturers' stocks to manufacturing production



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Retail sales in May

THE UNDERLYING trend in the volume of sales appears to have been moving upwards in May after the hesitation noted a month ago when the April figures became available. At 111 (average 1961=100) the seasonally adjusted index of the volume of retail sales in May itself was one point higher than in April, though the rise, in unrounded terms, was less than half a point. The comparison of the average index for the three months ended May with the average index for the immediately preceding period of three months (a more appropriate guide than the use of month-to-month changes) suggests that the underlying trend was one of slow upward movement.

The seasonally adjusted index of the value of sales (127 in May as compared with 125 in April) was a little under 2 per cent higher in the three months ended May than during the three-monthly period December 1965 to February 1966.

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 1st quarter	118	116	121	117	121	122
2nd quarter	119	117	120	115	120	123
3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
1965 May	119	117	121	118	121	124
June	119	117	120	113	120	123
July						
August	121	119	123	118	121	126
September						
October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 1st quarter	108	104	111
2nd quarter	107	104	110
3rd quarter	108	104	111
4th quarter	109	105	112
1966 1st quarter	110	105	114
1965 May	108	104	111
June	107	103	110
July			
August	108	104	111
September			
October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Business in May, particularly that of clothing and footwear shops, is affected by extra buying before Whitsun and an allowance for this is made in the seasonal adjustment factors used for May and June; because of the varying date of Whitsun this additional allowance is difficult to quantify and, consequently, the seasonally adjusted figures for these months (just as those for March and April because of Easter) have an additional uncertainty.

Clothing and footwear shops

For the three months, March, April and May taken together the seasonally adjusted index of the value of sales by clothing and footwear shops was about a point higher than in the period December 1965 to February 1966 suggesting a slow upward movement in the value of sales by these shops. As the monthly run of figures shows, the series is erratic and the trend is not very marked.

Before seasonal adjustment and allowance for the effect of Whitsun, sales by clothing and footwear shops in May were 6 per cent higher than in May 1965. This increase, somewhat larger than recent average experience, probably reflects the fact that all the extra pre-Whitsun buying took place this year in the May period (Whit Monday was May 30), whereas in 1965 with Whit Monday on June 7 some of the extra buying may have taken place in the June period.

All the kinds of business for which figures are given in the tables recorded larger increases on a year earlier in May than in earlier months. Sales by footwear shops rose by 7 per cent and a similar increase was recorded by men's and boys' wear shops. Women's wear and other shops, which account for about two-thirds of the total sales of this broad group, showed a rise in turnover of 6 per cent.

Prices of clothing and footwear were about 2 per cent higher in May than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops averaged over the three months ended May was

(*Text continued on page* 96)

Table 2—Analysis by form of organization

May – Index numbers of values of sales per week, and percentage changes on a year earlier (a)
1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	125	+7	117	+6	140	+9	109	+4
FOOD SHOPS (h)	125	+8	119	+6	151	+13	108	+5
Grocers	125	+9 (f)	115	+6	162	+16	105	+5 (f)
Butchers	114	+5	..	..	..	..	..	..
Greengrocers, fruiterers	128	+8	130	+9	128	+1	101	−2
Fishmongers, poulterers	121	+5	..	..	..	..	..	..
Bread and flour confectioners	133	+6 (g)	126	+6	145	+5	..	..
Off-licences	121	+13	114	+13	127	+13	..	..
Dairymen	133	+7	..	..	..	..	122	+6
NON-FOOD SHOPS	125	+6	..	..	..	..	..	..
Clothing and footwear shops	126	+6	118	+5	136	+8	114	+4
Footwear shops	134	+7	139	+6	133	+7	120	+6
Men's and boys' wear shops	126	+7	118	+7	136	+8	106	+3
Women's, girls' and infants' wear, drapery and general clothing shops	124	+6	115	+4	138	+8	115	+5
Large (c)	—		124	+5	—		—	
Medium (c)	—		121	+4	—		—	
Small (c)	—		110	+4	—		—	
Durable goods shops	116	+2	106	+3	133	Nil	117	+2
Furniture shops	118	+2	115	+3	130	−1	—	
Large (c)	—		113	+1	—		—	
Medium and small (c)	—		116	+4	—		—	
Other durable goods shops	114	+2	96	+3	134	+1	—	
Radio and electrical goods, etc., shops (e)	104	+3	96	+3	120	+3	—	
of which								
Rental specialists	..		..		153	+6	—	
Electricity showrooms	123	+1	—		123	+1	—	
Gas showrooms	181	−3	—		181	−3	—	
Miscellaneous non-food shops (b)	122	+6	..		..		..	
Confectioners, tobacconists, newsagents	122	+7	119	+6	141	+11	—	
Booksellers, stationers	..		123	+11	..		—	
Chemists, photographic goods dealers (d)	122	+5	118	+9	128	+3	111	−2
Jewellers	108	+6	110	+6	101	+6	—	
Leather goods, sports goods, toys and fancy goods shops	109	+6	..		..		—	
Ironmongers and hardware shops	120	+4	121	+5	112	−1	—	
Other miscellaneous non-food shops	—		135	+7	—		—	
Department stores	115	+6	—		—		—	
Mail order businesses	196	+15	—		—		—	

Table 3—Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)		Food shops (h) (£4,154)		Non-food shops: Total (£4,986)		Clothing and footwear shops (£1,384)	Durable goods shops (£956)	Miscellaneous non-food shops (b) (£1,962)	Department stores (£457)	Mail order businesses (£227)
	Value	Volume*	Value	Volume*	Value	Volume*					
1963 Year	108 +4	103 +3	107 +3	102 +1	108 +5	104 +4	106 +5	109 +5	107 +4	108 +5	122 +13
1964 Year	113 +5	106 +2	112 +5	103 +1	114 +6	108 +4	110 +4	116 +7	114 +6	113 +5	142 +17
1965 Year	120 +6	108 +2	119 +6	104 +1	122 +6	111 +3	117 +6	121 +4	122 +7	118 +4	165 +16
1966 Year to date†	118 +6	104 +3	122 +6	105 +2	115 +5	103 +3	107 +4	115 +2	116 +7	108 +4	169 +16
1965 2nd quarter	116 +6	104 +2	117 +5	102 +1	116 +6	105 +2	115 +6	112 +4	115 +7	108 +3	154 +11
3rd quarter	117 +6	105 +2	117 +5	102 +1	118 +6	107 +3	112 +7	118 +3	120 +6	113 +5	148 +20
4th quarter	139 +6	124 +2	127 +6	110 +2	148 +5	134 +2	146 +4	140 +3	145 +6	151 +3	219 +13
1966 1st quarter	115 +5	102 +2	120 +5	104 +2	111 +5	100 +3	99 +4	116 +1	113 +7	105 +5	162 +16
1966 January	115 +6	102 +3	119 +5	103 +2	112 +6	101 +3	105 +6	124 +4	108 +6	120 +6	115 +16
February	111 +4	98 +1	119 +5	103 +1	105 +4	94 +2	88 +2	111 +1	110 +5	89 +1	160 +19
March	118 +6	104 +3	121 +5	105 +2	116 +6	104 +3	103 +5	112 —1	118 +9	105 +6	202 +14
April	121 +5	106 +3	125 +6	107 +3	118 +4	106 +2	112 +1	114 +3	122 +7	112 +2	163 +15
May	125 +7	109 +4	125 +8	106 +3	125 +6	112 +4	126 +6	116 +2	122 +6	115 +6	196 +15

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops: Grocers (f) (£2,397)	Butchers (£637)	Greengrocers, fruiterers (£323)	Fishmongers, poulterers (£81)	Bread and flour confectioners (g) (£196)	Off-licences (£139)	Dairymen (£367)	Clothing and footwear shops: Footwear shops (£229)	Men's and boys' wear shops (£281)	Women's wear shops (£874)
1963 Year	107 +3	103 +2	100 —2	108 +5	113 +6	114 + 6	110 +5	106 +4	107 +4	106 +5
1964 Year	112 +4	109 +6	103 +3	115 +7	119 +6	123 + 8	118 +7	109 +3	111 +4	111 +4
1965 Year	119 +6	113 +4	107 +4	120 +4	126 +6	135 +10	127 +7	114 +5	117 +5	118 +6
1966 Year to date†	122 +6	116 +3	112 +5	120 +2	130 +5	121 +10	132 +7	104 +4	110 +5	106 +4
1965 2nd quarter	117 +6	109 +5	119 +4	121 +6	126 +7	110 +10	124 +4	120 +4	114 +5	114 +6
3rd quarter	117 +5	109 +4	109 +4	117 +2	127 +6	116 + 8	127 +7	112 +4	112 +7	112 +7
4th quarter	127 +7	121 +1	99 +3	125 +2	132 +6	207 +11	133 +8	137 +3	142 +4	149 +4
1966 1st quarter	121 +6	117 +2	104 +5	118 +1	127 +5	119 + 9	131 +7	92 +5	105 +5	99 +4
1966 January	120 +6	120 +2	96 +3	117 +1	122 +6	124 +10	131 +8	92 +3	117 +6	104 +6
February	120 +5	117 +2	102 +5	118 +2	127 +4	116 + 9	133 +7	79 +7	94 +3	88 +1
March	121 +6	114 +3	112 +5	118 +1	132 +6	117 + 9	130 +6	102 +6	103 +5	103 +5
April	125 +6	116 +4	118 +5	128 +2	136 +4	126 +11	131 +7	115 —2	114 +3	110 Nil
May	125 +9	114 +5	128 +8	121 +5	133 +6	121 +13	133 +7	134 +7	126 +7	124 +6

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)	Other durable goods shops: Total (£476)	Radio and electrical goods, etc., shops (e) (£372)	Electricity showrooms (£55)	Gas showrooms (£49)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)	Booksellers, stationers‡ (£60)	Chemists, photographic goods dealers (d) (£259)	Jewellers (£80)	Leather goods, sports goods, toys and fancy goods shops (£83)	Ironmongers and hardware shops (£235)	Other miscellaneous non-food shops (i) (£66)
1963 Year	103 +2	114 +9	110 +7	118 + 9	137 +19	107 + 4	111 + 6	107 +4	105 + 5	103 + 2	107 +4	
1964 Year	111 +8	121 +6	114 +3	128 + 8	165 +21	113 + 5	121 + 9	114 +6	118 +12	112 + 8	109 +2	113
1965 Year	117 +5	125 +3	116 +2	124 — 3	195 +18	122 + 8	133 +10	120 +5	126 + 7	123 + 9	114 +4	118 +5
1965 Year to date†	110 +1	120 +1	114 +4	111 —10	178 — 4	123 + 9	130 +11	112 +7	104 + 6	98 + 8	114 +5	121 +1
1965 2nd quarter	113 +7	113 +2	104 —1	118 — 2	174 +21	117 + 9	110 + 9	114 +5	103 + 7	103 + 9	113 +4	123 +5
3rd quarter	115 +4	120 +3	110 +2	117 —12	202 +19	124 + 8	121 + 8	122 +3	120 + 5	125 + 7	112 +4	108 +4
4th quarter	135 +4	144 +2	136 +3	137 — 9	212 + 6	136 + 8	180 +11	143 +5	184 + 6	179 +10	127 +4	126 +2
1966 1st quarter	109 +2	122 Nil	117 +4	109 —14	177 — 7	122 + 9	135 +11	109 +7	102 + 5	91 + 9	111 +6	116 Nil
1966 January	121 +4	128 +4	124 +6	117 — 4	168 Nil	117 + 7	132 +10	109 +6	94 + 6	91 +10	109 +7	102 Nil
February	103 Nil	120 +1	116 +7	106 —13	169 —11	120 + 8	137 +10	106 +7	102 + 5	85 + 8	104 +1	116 Nil
March	104 +1	120 —4	112 +1	104 —21	192 — 9	126 +11	135 +13	111 +8	109 + 6	95 + 8	118 +9	127 +1
April	108 Nil	120 +5	115 +6	105 — 9	177 + 9	129 + 9	124 +10	113 +7	105 + 7	110 + 9	119 +2	124 —3
May	118 +2	114 +2	104 +3	123 + 1	181 — 3	122 + 7	123 +11	122 +5	108 + 6	109 + 6	120 +4	135 +7

‡ Independent retailers only. * Average 1961 prices. † January-May.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1966 sales was the four weeks from May 1, 1966, to May 28, 1966, the corresponding period in 1965 was from May 2, 1965, to May 29, 1965. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

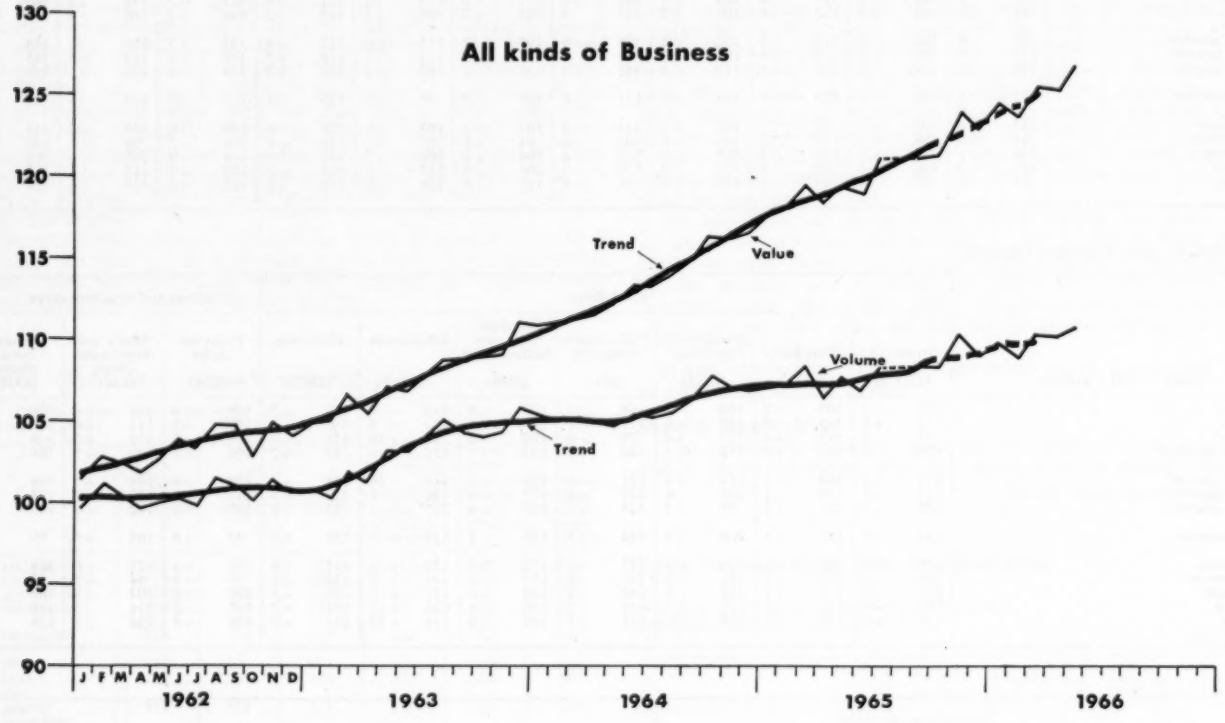
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

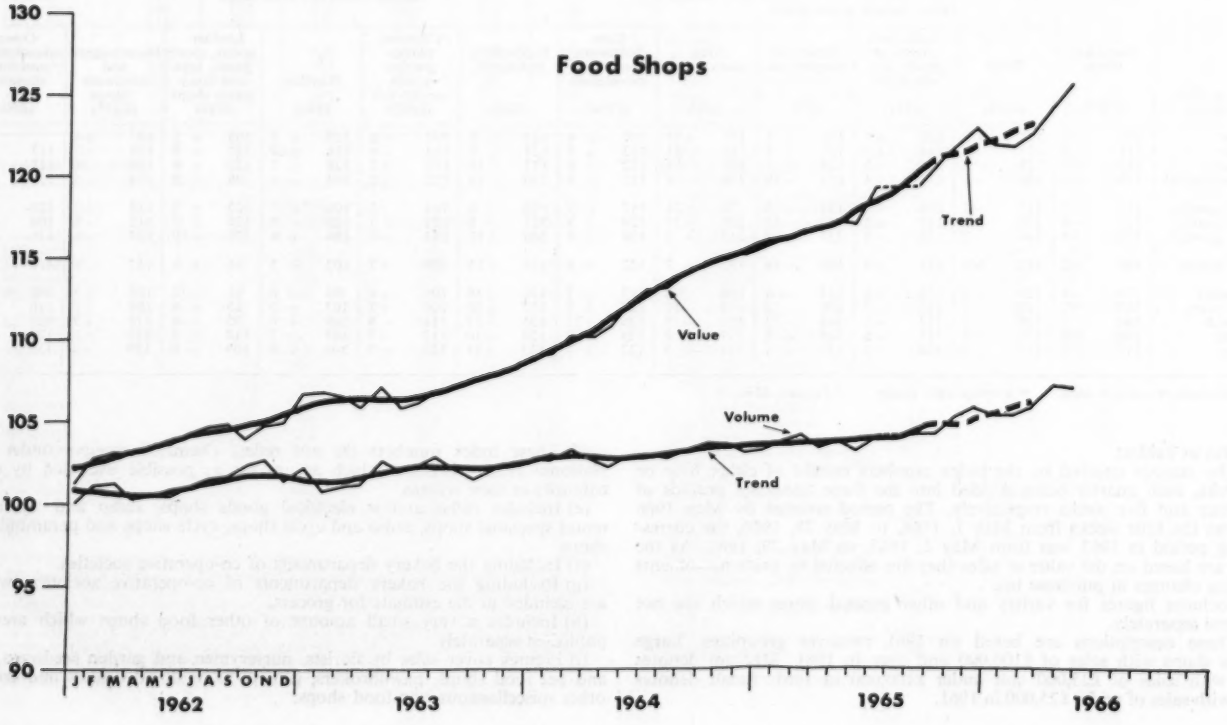
RETAIL SALES, *continued*

about the same as the average index for the previous period of three months. This has been the result of similar comparisons in recent months, indicating a levelling out in the underlying trend of sales.

Before seasonal adjustment sales of all durable goods shops showed a rise of 2 per cent in May as compared with May 1965. This was also the rate of increase for furniture shops and, in the aggregate, for other durable goods shops; among the latter rental specialists continue to show large increases on a year earlier – though not so large as at the beginning of this year – while the sales of electricity showrooms, which have shown decreases on a year earlier for some months past, were in May about the same as in May 1965.

Prices of durable goods in May were about 2 per cent higher than in May 1965.





Other non-food shops

It is this group of businesses which, in the aggregate, continues to show the greatest growth in turnover. For the three months ended May sales, on a seasonally adjusted basis, were about 3½ per cent higher than in the three months December 1965 to February 1966, indicating a strong upward trend.

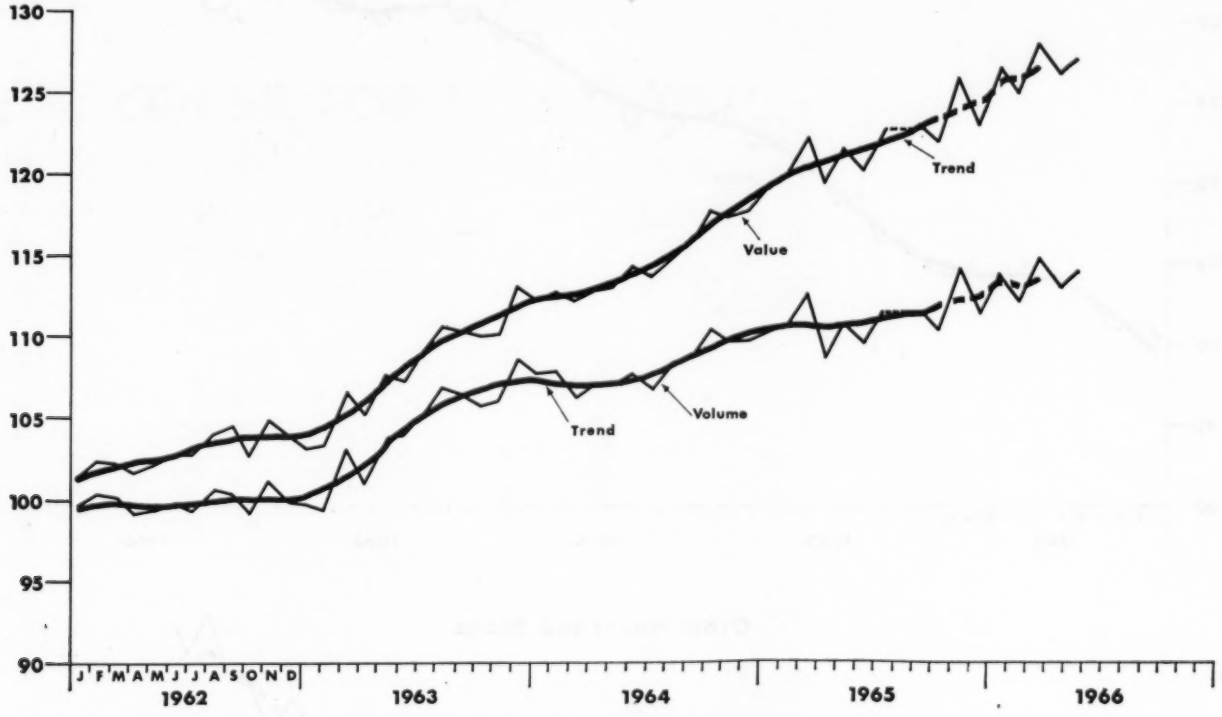
Most kinds of business included in this group showed an increase in sales over sales in May 1965 much in line with their recent experience; mail-order houses again had the largest rate of increase with turnover 15 per cent higher than in May 1965.

Food shops

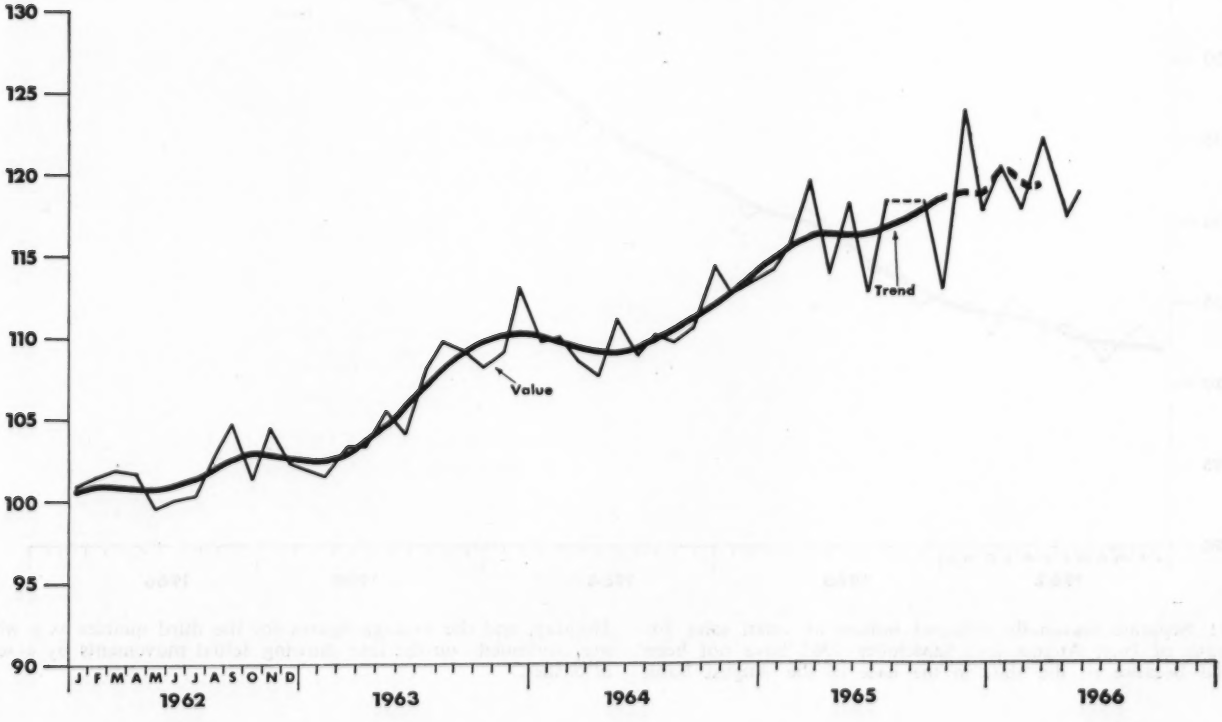
The volume of sales by food shops, as measured by the seasonally adjusted index, was about the same in May as in April and, for both months combined, somewhat higher than earlier this year.

(*Continued on next page*)

Non-Food Shops



Clothing & Footwear Shops



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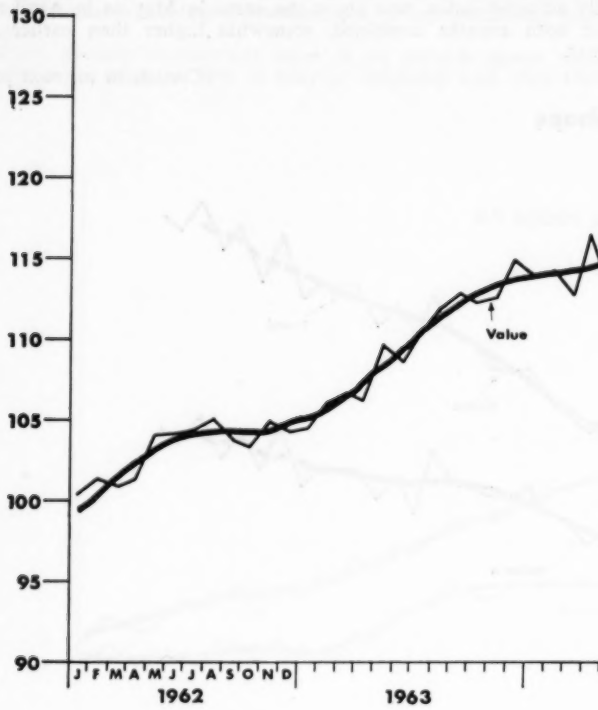
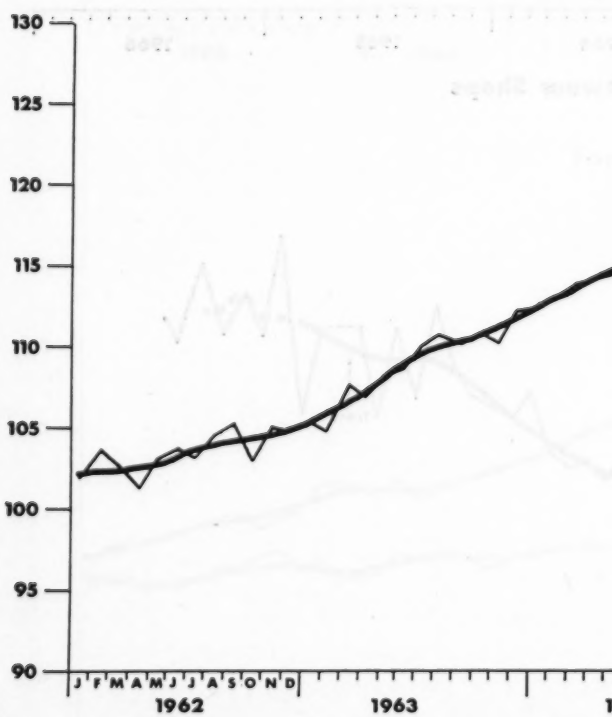
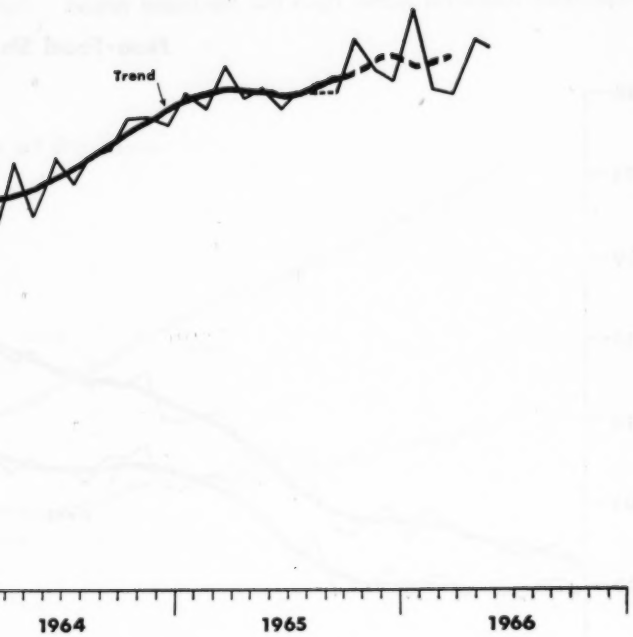


Other No

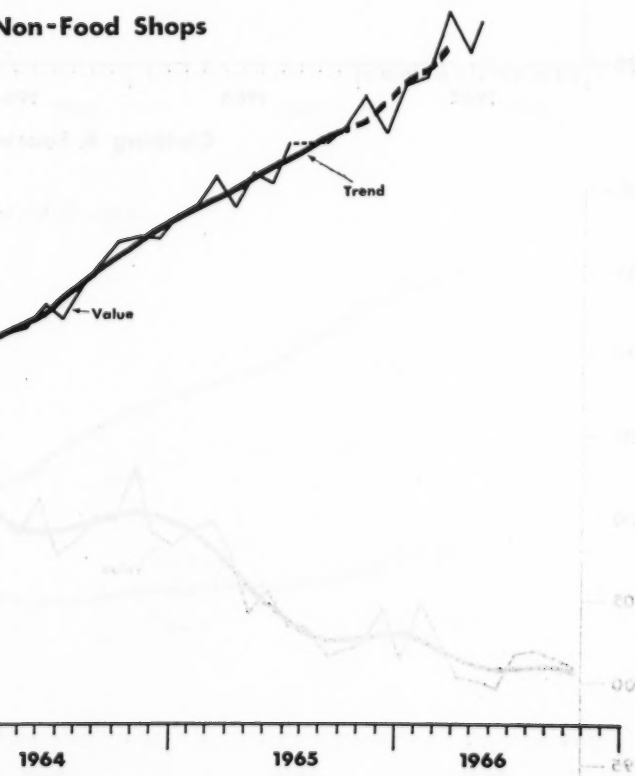


Note: Separate seasonally adjusted indices of retail sales for the month of July, August and September 1965 have not been published because of the shift in the date of the August Bank

ble Goods Shops



Non-Food Shops



Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

Programme of OVERSEAS TRADE PROMOTIONS, 1966-68

£2-m. ORDER FOR HONGKONG

Combustion will make boilers for power house

INTERNATIONAL Combustion (Export) Ltd. have received an order for the first two of six 120,000 kW boilers for a new power station at Tsing Yi, Hongkong, to be built by China Light and Power Company, in association with the Peninsular Company, to meet the rapidly increa electricity in the Colony.

LARGE ORDERS FROM HONG KONG MISSION

Financial Times Reporter

Orders worth around £350,000 are understood to have been placed by a party of store and shop buyers from Hong Kong invited to this country by the British National Export Council as a preliminary to the British Week to be

Two members of the party placed orders totalling £100,00 and many of the others are awaiting their return to start the

Boiler Plant for Hong Kong

The Hong Kong Electric Company have ordered £300,000 worth of equipment from Babcock and Wilcox for Hong Kong's new Ap Lei Chau power station.

The order includes a Babcock Radiant oil-fired boiler unit with a capacity of 565,000lb. of steam per hour at a superheater outlet pressure of 1350lb. per sq. in. and final steam pressure of 518°C. to drive a 60mw. turbo-generator.

This is a repeat order of two boiler units already supplied to the same purchaser. The whole of the boiler plant, it is stated, will be made at Babcock's Scottish works.

HONGKONG TELEPHONE CO. HIRES COMPUTER

The Hongkong Telephone Company has ordered an I.C.T. 1902 computer to be used for subscriber billing, stock control, line allocation control, labour costing, and accounting procedures. The installation will be supplied on a rental contract.

Plessey get £1m Hong Kong order

GEC's £1½m order

ODD EXPORT ORDER FROM HONGKONG

Some of the most unusu parking meters ever m have been produced at Surrey factory follo big export order fro Kong.

£1½m. HONGKONG PHON ORDER FOR BRITAIN

THE HONGKONG Telephone Company Ltd. is to place order valued at about £1½ million with G.E.C. for the supply automatic telephone exchange equipment.

Mr. C. A. Male, general manager of the telephone company, who is at present in London has handed the formal letter of intent to Mr. J. M. Price, director of G.E.C. (Telecommunications) Ltd., It was announced today.

GIANT SUBSTATION FOR HONG KONG UNVEILED

Export order worth £1,300,000

£1.3m. order for plant

English Electric have received an order worth £1,300,000 to supply and install electrical plant for a new power station built on the island Ap Lei Chau, Hongkong. The equipment, which included turbo-generators, transformers, and powerhouse plant will be used in the power station to cope with the increasing demand for electricity in Hongkong.

HONG KONG POWER

Orders worth nearly £200,000 have been received by Babcock and Wilcox Ltd., of London, from the Hong Kong Electric Co. Ltd., for the supply of the first boiler unit and ancillary

Hong Kong trade mission book £330,000 worth of o

NOVEL LIGHTER FOR HONG KONG

Financial Times Reporter

ATE find Hong Kong a rewarding field

Hong Kong orders worth £350,000

A.E.I. WINS £3M. HONG KONG ORDER

Financial Times Reporter

Associated Electrical Industries has won an order for generating equipment worth nearly £3m. for Hong Kong.

The order has been placed by China Light and Power Company on behalf of the Peninsular Electric will make two 120 MW turbine generat on Tsing Yi island.

Hong Kong award for Wimpey

NEWS FROM INDUSTRY

INTERNATIONAL COMBUSTION £2M. EXPORT ORDER

RADAR EXPORTS ARR WORTH £220,000

Hong Kong places power plant order

HONG KONG ORDER

As these newspaper reports show, British Weeks get results. The British Week in Hong Kong from March 3 to March 12 gained several valuable export orders for British firms.

Overseas fairs, British Weeks and store promotions taking place with Board of Trade assistance — SECTION I

This is the third of a series of supplements to be published every four months (first published on November 19, 1965) designed to help British firms in making their forward plans for exhibiting abroad.

Hitherto the *Board of Trade Journal* has published lists of trade fairs irrespective of whether or not official support would be given to British participants.

Section I of this supplement lists the events over the next three years for which Board of Trade support is already being planned. The supplement includes as Section II (Europe) Section III (outside Europe) and Section IV (United Kingdom)* the list of trade fairs hitherto published separately every three months. Amendments and additions to this new supplement will be shown in the first issue of each intervening month. Information in Section I is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. Abbey 7877).

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit making bodies and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

**Included for easy reference*

EUROPE

WESTERN EUROPE—1966

Naples: HOMES, FURNISHINGS AND CLOTHING EXHIBITION FIERA DELLA CASA – June 18-July 13, 1966.
Information stand manned by representatives of British Consulate-General, Naples.
(Mrs. J. E. Buckley, Ext. 2782).

Copenhagen: INTERNATIONAL FOOD CONGRESS AND EXHIBITION (AIDA) – June 23-July 3, 1966.
Joint ventures with the Belfast Chamber of Commerce (3 firms) and the Food Manufacturers' Federation. (9 firms).
(Miss M. S. Jones, Ext. 2788).

Ancona: INTERNATIONAL FISHING FAIR – June 25-July 9, 1966.
An information stand to be manned by representatives of the Consulate, Florence.
(Mrs. J. E. Buckley, Ext. 2782).

Munich: INTERNATIONAL EXHIBITION OF CLINICAL CHEMISTRY – July 26-30, 1966.
A joint venture with the London Chamber of Commerce (3 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Munich: 20TH INTERNATIONAL CONGRESS AND EXHIBITION OF OPHTHALMOLOGY – August 14-19, 1966.
A joint venture with the Guild of British Dispensing Opticians. (8 firms).
(Mr. J. A. Swinton, Ext. 2777).

Izmir: INTERNATIONAL FAIR – August 20-September 20, 1966.
A British Pavilion organized by the British Chamber of Commerce of Turkey.
(Miss M. S. Jones, Ext. 2788).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 26-28, 1966.
A joint venture with the Clothing Manufacturers' Federation. (25 firms).
(Mr. J. A. Swinton, Ext. 2777).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 27-September 1, 1966.
A joint venture with the National Leather Goods and Saddlery Manufacturers' Association. (22 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Hanover: INTERNATIONAL POLICE EXHIBITION – August 27-September 11, 1966.
A joint venture with the British Cycle and Motor Cycle Industries Association. (6 firms).
Mr. J. A. Swinton, Ext. 2777).

Paris: MAJOR STORE PROMOTION BY GALERIES LAFAYETTE – August 27-September 30, 1966.
A major promotion of British consumer goods will be held by Galeries Lafayette in Paris from August 27 until the end of September. 5,000 sq. m. of space is being given over to the promotion and a considerable amount of buying is being done. Main items of interest are household goods, textiles, clothing and pottery and china.
The London Buying Houses are John Lewis and Galeries Lafayette and approaches should be made either to them or M. Jean d'Allens, Galeries Lafayette, 40 Boulevard Haussmann, Paris 9e.
The Board of Trade is supplying display material and it is hoped that a London bus will be present for the promotion.
(Mr. G. F. Snell, Ext. 2764).

Mrs. Helle Virkner Krag, wife of the Danish Prime Minister, selects a length of woollen dress material while visiting the British Stand at Nord Stof, assisted by Mr. Philip Brook (Centre), Chairman of the National Wool Textile Export Corporation's Scandinavian Committee and Mr. Ralph Masters, Hon. Secretary of the Textile Promotion Consultative Committee.

Dornbirn (West Austria): STORE PROMOTION BY BERTOLINI AND CO. – September 1966.
This store mounted a successful British store promotion in 1963 and now has firm links with a number of British manufacturers. However it would welcome inquiries from other manufacturers of men's and women's outerwear, women's knitwear and men's shirts.
(Mr. P. S. E. Hooper, Ext. 2755).

Basle: INTERNATIONAL TRADE FAIR FOR HARDWARE, TOOLS AND HOUSEHOLD GOODS – September 4-6, 1966.
Joint venture with the Hardware Manufacturers' Association.

BASLE – (*continued*)

(11 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Bari: INTERNATIONAL LEVANT FAIR – September 7-20, 1966.
Information stand manned by representatives of British Consulate, Bari.
(Mrs. J. E. Buckley, Ext. 2782).

Paris: INTERNATIONAL LEATHER WEEK – September 8-13, 1966.
Joint ventures with the British Leather Federation, Leather Importers Factors and Merchants' Association and the British Footwear Manufacturers' Federation.
(Mr. R. J. Ager, Ext. 2783).

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR – September 8-14, 1966.
A joint venture with the British Nuclear Forum (20 firms) and assistance to the United Kingdom Atomic Energy Authority in mounting a complementary display.
(Mrs. J. E. Buckley, Ext. 2782).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 9-11, 1966.
Joint ventures with: (1) Federation of British Horticultural Exporters (6 firms); (2) British Art Metal Export Group (7 firms); and (3) British Electrical and Allied Manufacturers' Association. (4 firms).
(Mr. J. A. Swinton, Ext. 2777).

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 11-18, 1966.
The British Pavilion will include joint-venture displays by the British Radio Equipment Manufacturers' Association and the Engineering and Building Centre, Birmingham, and individual displays by 16 companies.
(Mrs. J. E. Buckley, Ext. 2782).

Luxembourg: GRANDS MAGASINS, MONOPOL, STORE PROMOTION – September 12-24, 1966.
The store is mainly interested in ladies' garments, made-up articles for men, haberdashery and underwear. There will also be opportunities for the sale of toys and fancy goods. The store is considering the sale of made-to-measure suits. The Board of Trade will be supplying display material and will assist the store in obtaining a number of supporting features.
(Mr. P. S. E. Hooper, Ext. 2755).

Zurich: DISPLAY BY THE FEDERATION OF BRITISH CARPET MANUFACTURERS – September 13-16, 1966.
A joint venture with the Federation of British Carpet Manufacturers (7 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 15-18, 1966.
A joint venture with the Corsetry Manufacturers' Association. (6 firms).
(Mr. J. A. Swinton, Ext. 2777).

Dusseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 24-26, 1966.
A joint venture with the British Footwear Manufacturers' Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Dusseldorf: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 15-18, 1966.
A joint venture with the British Fashion Export Group.
(Mr. R. M. D. Ure, Ext. 2436).

Helsinki: OY STOCKMANN AB., STORE PROMOTION – September 16-23, 1966.
This is the largest departmental store in Finland marketing a very wide range of goods. A branch at Tampere in central Finland will also take part.
The Board of Trade will supply a large amount of display material and the store will produce numerous supporting features including replicas of 'Piccadilly Circus' and 'Big Ben'.
(Mr. P. S. E. Hooper, Ext. 2755).

Munich: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH-CLASS PROVISIONS (IKOFA) – September 17-25, 1966.
A joint venture with the Food Manufacturers' Federation. (16 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Cologne: INTERNATIONAL BICYCLE & MOTOR CYCLE SHOW (IFMA) – September 24-28, 1966.
A joint venture with the British Cycle and Motor Cycle Industries Association. (10 firms).
(Mr. J. A. Swinton, Ext. 2777).

Metz: INTERNATIONAL AUTUMN FAIR – September 28-October 9, 1966.
Information stand manned by the British Mechanical Engineering Federation.
(Mr. R. J. Ager, Ext. 2783).

Amsterdam and the rest of the Netherlands: 'EUROPEAN MONTH' BY N.V. SPAR CENTRALE – October 1966.
This promotion of European foodstuffs originally planned for May has been deferred until October to allow time for more thorough preparations and has been extended from a week to a month. About 1,500 shops in the Spar chain of independent grocers will participate and each shop will contain a section devoted exclusively to British foodstuffs.
Spar would welcome information about new products, including samples, prices and advertising literature from British food manufacturers. The address to write to is: H. Lentelink, N.V. Spar Centrale, Europahuis, James Wattstratt 79, Amsterdam 0.
(Mr. P. S. E. Hooper, Ext. 2755).

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 1-9, 1966.
A joint venture with the British Photographic Export Group. (27 firms).
(Mr. J. A. Swinton, Ext. 2777).

Graz: AUTUMN FAIR – October 1-9, 1966.
An official information stand staffed by the British Embassy, Vienna.
(Mrs. J. E. Buckley, Ext. 2782).

Paris: 'AU BON MARCH' STORE PROMOTION – October 1-29, 1966.
A major promotion covering a wide range of British consumer goods will be held by this large departmental store in the Autumn.
The promotion will also be repeated in four of the store's provincial branches and inquiries regarding this promotion should be addressed to Mr. A. Hannaford, Commercial Department, British Embassy, 35, Rue du Faubourg, St. Honore, Paris 8e, France.
(Mr. G. F. Snell, Ext. 2764).

Munich: FASHION WEEK – October 2-6, 1966.
A joint venture with the British Fashion Export Group.
(Mr. R. M. D. Ure, Ext. 2436).

Zurich: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – October 6-10, 1966.
A joint venture with the Surgical Instrument Equipment and Appliance Export Group. (11 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Stockholm: THE IDEAL KITCHEN EXHIBITION 'IDEKOK 66' – October 7-17, 1966.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mrs. I. M. Janzen, Ext. 2489).

Florence: BRITISH SHOPPING WEEK – October 8-16, 1966.
Having been impressed by the success of last October's British Week in Milan, the Traders' Association of Florence has obtained British Government support for a similar, but smaller, event in Florence.
The Honorary Director of the Week is Mr. Andrew T. Crighton, CBE, whose office is at the British Consulate, Lungarno Corsini 2, Florence (telephone: 28 41 33) and whose staff have undertaken an intensive shop survey. The results have been most encouraging and more than 600 shops, ranging from supermarkets to expensive and fashionable boutiques have expressed interest in stocking British goods. Articles giving information on the results of this survey were published in the *Export Service Bulletin* on May 20 and June 1.

(*Continued on next page*)

The British official stand at the 18th Luxembourg International Fair was visited by HM Ambassador, Sir Geoffrey Aldington (left) and Their Royal Highnesses the Grand Duchess and Grand Duke of Luxembourg. The stand featured British design as well as providing an information point for commercial and other inquiries.

FLORENCE – (*continued*)

A number of supporting events will be arranged and these will include a regimental band from the Rhine Army, a pipe band from Edinburgh, an Edinburgh bus (Edinburgh and Florence are twinned cities), British policemen and 'pearlies'. Some sporting events will probably be arranged locally by the British Chamber of Commerce for Italy who are also organizing a window dressing competition.
Businessmen who intend to visit Florence during the Week are asked to inform Mr. Crighton of the dates of their visits.
(Mr. P. S. E. Hooper, Ext. 2755).

Amsterdam: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS (FIAREX) – October 10-14, 1966.
A joint venture with the Radio and Electronic Component Manufacturers' Federation. Firms interested in participation should contact the Federation. (13 firms).
(Mr. R. J. Ager, Ext. 2783).

Lille: 'AU PRINTEMPS' – October 10-22, 1966.
This is the most important departmental store in Northern France. 500 sq. m. of space will be given over to the sale of British goods, in addition to which there will be extra space on the ground floor for a display of British foodstuffs and drinks. A modest amount of buying will be done and the Board of Trade will be supplying display material.
The purchasing of British goods will be handled by Mr. Schoettl, head of the Purchasing Department in Paris.
(Mr. R. W. Earwicker, Ext. 2763).

Cologne: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 14-16, 1966.
Possible joint ventures with the Fashions for Children Export Group (3 firms) and the Junior Fashion Group of London. (5 firms).
(Mr. J. A. Swinton, Ext. 2777).

Utrecht: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26, 1966.
A joint venture with the London Chamber of Commerce. (13 firms).
(Mr. R. J. Ager, Ext. 2783).

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 20-26, 1966.
A joint venture with the London Chamber of Commerce (26 firms), interested firms should contact the Chamber.
(Mr. R. M. D. Ure, Ext. 2436).

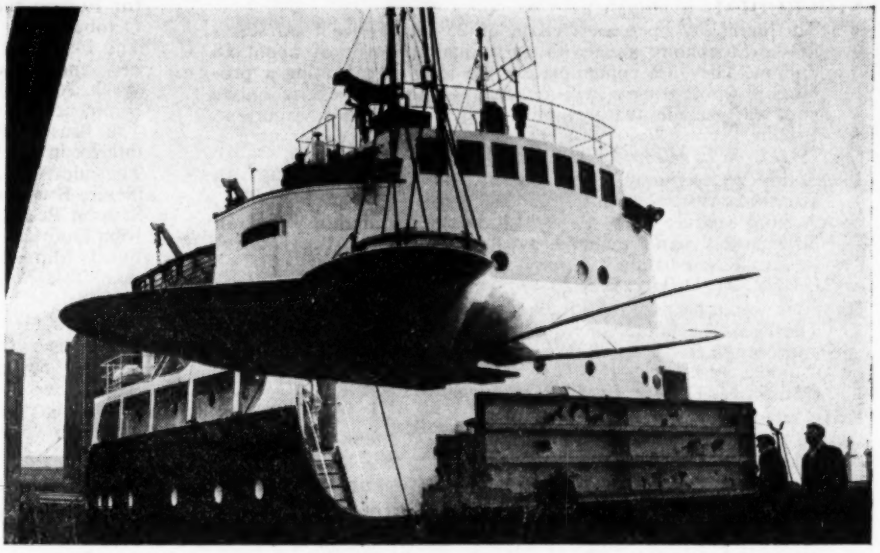
Lyons: BRITISH WEEK – October 21-29, 1966.
Plans for the next British Week, which is to be held in Lyons next October, are now nearly completed. All the shops in the target area have been visited, and it is obvious that several hundreds will be going British to a greater or lesser degree. To complement the sales of British goods a considerable number of events (both cultural and otherwise) have been arranged.
These will include sporting fixtures, a fashion display, an art exhibition and performances by the English Opera Group. On the Cours de Verdun will be found the English Showhouse, the Pub, the Design Centre Display, the City of London Pavilion, and the Pavilion of Technology. The British policemen and bus will be from Birmingham, which is twinned with Lyons. These are but a few of the items the Lyonnais will find when the Week is formally opened by HRH the Duke of Kent.
The Lord Mayor of Birmingham will visit the Week whilst the closing ceremonies will be attended by the Lord Mayor of London.
The Director of the British Week Office in Lyons who has local responsibility for the Week is Mr. F. F. D. Ward, 21 rue Childebert, Lyon 2e, France. (Tel. Lyon 424649, Telex 33254).
(Mr. J. F. Heath, Ext. 3042).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 23-25, 1966.
Joint ventures with the Federation of British Manufacturers of Sports and Games Ltd. (23 firms) and the Camping Trade Association of Great Britain Ltd. (10 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 23-27, 1966.
Joint ventures with the Leicester and County Chamber of Commerce (6 firms) and the British Fashion Export Group.
(Mr. R. M. D. Ure, Ext. 2436).

Stockholm: AUDIO FAIR – November 1966.
A possible joint venture with the Federation of British Audio. (4 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Paris: 'INNO-FRANCE' STORE PROMOTION – November 1966.
This company, who are one of the most important groups of food retailers in France, intend holding a promotion of British foodstuffs and Scotch Whisky in their four Parisian stores and



This 28-ton propeller worth £28,000, was displayed in the grounds of the Norgesvaremesse, Oslo, as a symbol of British industry during the British Trade Fair which opened on April 29. Manufactured by Stone Manganese Marine of London, the 22½ ft. propeller was shipped from Birkenhead to Oslo on the s.s. Laksa, and at the close of the fair was delivered to Norwegian shipbuilders in Stord.

PARIS – (*continued*)

Mulhouse and Strasbourg stores during the first week in November. A substantial number of purchases are likely to be made and the Board of Trade will be supplying display material and assisting in obtaining certain special features.
(G. F. Snell, Ext. 2764).

Zurich: OIL, HYDRAULIC AND PNEUMATIC EQUIPMENT EXHIBITION – November 3-8, 1966.
Trade information stand manned by the Association of Hydraulic Equipment Manufacturers.
(Mrs. J. E. Buckley, Ext. 2782).

Turin: INTERNATIONAL MOTOR SHOW – November 3-13, 1966.
A joint venture with the Society of Motor Manufacturers and Traders, featuring vehicle parts and accessories and transport service equipment. (12 firms).
(Mrs. J. E. Buckley, Ext. 2782).

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 5-11, 1966.
A joint venture with the British Fashion Export Group. Firms interested in participation should contact the group.
(Mr. R. J. Ager, Ext. 2783).

Utrecht: PARKS AND GARDENS EXHIBITION – November 8-12, 1966.
A joint venture with the Federation of British Horticultural Exporters. (5 firms).
(Mr. R. J. Ager, Ext. 2783).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 22-25, 1966.
A probable joint venture with the Textile Promotion Consultative Committee. Firms interested in taking part should contact the Committee.
(Mr. J. A. Swinton, Ext. 2777).

Vienna: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT (IFAS) – November 24-28, 1966.
Joint venture with the Surgical Instrument, Equipment and Appliance Export Group. (11 firms).
(Mrs. J. E. Buckley, Ext. 2782).

1967

Hamburg: BOAT SHOW – January 19-25, 1967.
A joint venture with the Ship and Boat Builders National Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Hanover: INTERNATIONAL BUILDING TRADES EXHIBITION (CONSTRUCTA II) – January 21-29, 1967.
A joint venture with the National Council of Building Material Producers. Firms interested in participation should contact the Council.
(Mr. R. M. D. Ure, Ext. 2436).

Berlin: INTERNATIONAL GREEN WEEK – January 27-February 5, 1967.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations immediately.
(Mr. J. A. Swinton, Ext. 2777).

Nuremberg: INTERNATIONAL TOY FAIR – February 12-17, 1967.
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 23-26, 1967.
The Board of Trade will be considering joint ventures with the appropriate trade association. Firms interested in participation should contact their associations immediately.
(Mr. J. A. Swinton, Ext. 2777).

Stockholm: FORESTRY WEEK AND INTERNATIONAL FOREST EXHIBITION – February 25-March 1, 1967.
The Board of Trade is considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 25-March 2, 1967.
A joint venture with the National Leather Goods and Saddlery Manufacturers' Association. (22 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL SPRING FAIR – February 26-March 2, 1967.
Joint ventures with (1) The Pianoforte Manufacturers' Association; (2) The Stationers' Association of Great Britain and Ireland; (3) possibly with Federation of British Carpet Manufacturers.
The Board of Trade will consider other joint ventures with appropriate trade associations. Firms interested in participation should contact their associations immediately.
(Mr. R. M. D. Ure, Ext. 2436).

Geneva: INTERNATIONAL MOTOR EXHIBITION – March 1967.
Possible joint-venture with the Society of Motor Manufacturers and Traders. (21 firms).
(Mr. M. J. Morrison, Ext. 3183).

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – March 1-5, 1967.
A joint venture with the British Oil Burner Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Stockholm: NORRMALMS LIVSMEDAL A.B. STORE PROMOTION – Spring – 1967.

(*Continued on next page*)

STOCKHOLM – (*continued*)

This company operates a chain of 25 self-service food stores in the Stockholm area with an annual turnover of about £8 million. They are contemplating the idea of mounting a promotion whose theme will be British fare and eating habits and will include features of interest to potential visitors to Britain.
(Mr. P. S. E. Hooper, Ext. 2755).

Pirmasens (W. Germany): INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – April 22-27, 1967.
A joint venture with the British Leather Federation and an information stand manned by the Shoe and Allied Trades Research Association.
(Mr. R. M. D. Ure, Ext. 2436).

Hanover: HANOVER FAIR – April 29-May 7, 1967.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations immediately.
(Mr. R. M. D. Ure, Ext. 2436).

Paris: EUROPROTECTION – May 1967.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Paris: INTERNATIONAL HEATING AND AIR-CONDITIONING EXHIBITION – May 13-25, 1966.
A possible joint venture with the National Council of Building Material Producers. Firms interested should contact the trade association.
(Mr. R. J. Ager, Ext. 2783).

Dusseldorf: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA) – May 28-June 6, 1967.
A probable joint venture with the Association of British Manufacturers of Printing Machinery.
(Mr. R. M. D. Ure, Ext. 2436).

Copenhagen: INTERNATIONAL MACHINERY CONSTRUCTION EXHIBITION – June 1-7, 1967.
The Board of Trade will be considering joint ventures with Association. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – June 1967.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Frankfurt: 15TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 21-29, 1967.
A joint venture with the British Chemical Plant Manufacturers' Association. (25 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Paris: 18TH INTERNATIONAL VETERINARY CONGRESS – July 17-22, 1967.
A joint venture with the Association of British Pharmaceutical Industry. Firms interested in participation should contact the Association. (10 firms).
(Mr. R. J. Ager, Ext. 2783).

Paris: INTERNATIONAL LEATHER WEEK – September 1967.
Possible joint ventures with appropriate trade associations. Firms interested should contact their associations.
(Mr. R. J. Ager, Ext. 2783).

Frankfurt: INTERNATIONAL MOTOR SHOW – September 14-24, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders Ltd. Firms interested should contact the Society.
(Mr. J. A. Swinton, Ext. 2777).

Basle: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 27-October 6, 1967.
A probable joint venture with Textile Recorder (Machinery and Accessories) Exhibition Ltd.
(Mr. W. N. Darling, Ext. 2784).

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – September 28-October 5, 1967.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Brussels: BRITISH WEEK – September 29-October 7, 1967.
This will be the sixth major British Week to be held in Europe and will follow the pattern of previous British Weeks, organized by the Board of Trade in association with the Export Council for Europe the most recent of which was held in Milan last October.
The Inaugural Conference was held on June 1 and marked a new and more intensive phase in the preparations for the Week. A comprehensive census of shops in the target area has commenced, and will have been completed by mid-summer. The Brussels Press has shown a most encouraging degree of interest in the Week even at this early stage.
The address of the British Week Office is 131 Rue du Commerce, Brussels 4, Belgium. The Director of this office is Mr. S. John Peskett, OBE, and the members of his staff are: Mr. John Doorbar, Commercial Manager, Mr. D. I. Unwin, Special Events Manager, and Mr. Laurence L. Noquet, Publicity Manager. Telephone: Brussels 12.18.57 or 12.19.46. Telex: 2026-222703.
(Mr. P. K. Guenebault, Ext. 3449).

BRUSSELS – (*continued*)

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September 30-October 8, 1967.
A joint venture with the Food Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. J. A. Swinton, Ext. 2777).

Dusseldorf: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12, 1967.
A probable joint venture with the British Plastics Federation. (13 firms). Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Stockholm: TECHNICAL FAIR – October 12-18, 1967.
Possible joint ventures with: (1) The National Council of Building Material Producers; (2) The Mechanical Handling Engineers' Association; (3) The British Radio Valve Manufacturers' Association; (4) The Birmingham Chamber of Commerce; and (5) The British Industrial Floor Machinery Association. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Cologne: INTERNATIONAL EXHIBITION OF REPROGRAPHY – October 25-30, 1967.
A joint venture with the Drawing Office Material Manufacturers' and Dealers' Association. (14 firms). Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

EASTERN EUROPE—1966

Moscow: ALL BRITISH FAIR – July 8-24, 1966.
Inquiries about the All-British Fair, July 8-24, 1966, should be directed to Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Moscow: INTERNATIONAL EXHIBITION OF COMPUTERS AND MATHEMATICAL LITERATURE – August 15-27, 1966.
A joint venture with the London Chamber of Commerce.
(Mr. R. C. Pearson, Ext. 2262).

Kiev: 13TH WORLD'S POULTRY CONGRESS AND EXHIBITION – August 15-28, 1966.
A joint venture with a National Committee set up by the United Kingdom Branch of the World's Poultry Science Association. (31 firms).
(Mr. P. Bailey, Ext. 2781).

Moscow: INTERNATIONAL EXHIBITION 'EQUIPMENT AND APPLIANCES FOR MECHANIZATION OF DESIGNING TECHNICAL AND OFFICE WORK', INTERORGTECHNIKA '66 – September 1-15, 1966.
A joint venture with the Business Equipment Trades Association. (23 firms).
(Mr. J. M. Stuart, Ext. 2785).

Brno: INTERNATIONAL TRADE FAIR – September 11-20, 1966.
An information stand manned by representatives of the Foreign Office, the British Embassy, Prague, and the Board of Trade.
(Miss M. S. Jones, Ext. 2788).

Bucharest: BRITISH EXHIBITION OF AGRICULTURAL AND CONSTRUCTION MACHINERY AND EQUIPMENT – October 14-21, 1966.
Joint venture with the Agricultural Engineers' Association and the Federation of Manufacturers of Construction Equipment.
(Mr. R. C. Pearson, Ext. 2262).

1967

Moscow: PROGRAMME OF FORTHCOMING EVENTS.
The Board of Trade will, in due course, announce proposals for British participation in the following exhibition:
Mechanized and Automated Equipment, Packing Equipment and Transportation Conveyances for the Food Industry, Inprodmash '67 – May 16-29, 1967.
(Mr. A. Fenton, Ext. 2786).

Budapest: INDUSTRIAL FAIR – May 19-29, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mr. A. F. Fenton, Ext. 2786).

Poznan: INTERNATIONAL TRADE FAIR – June 11-25, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mr. A. F. Fenton, Ext. 2786).

CANADA—1966

St. John's, Newfoundland: LINKED STORES PROMOTION – September 29-October 8, 1966.
This promotion will feature British consumer goods and eight major retail stores in the Water Street area of St. John's will be participating.
(Mr. R. A. Hillier, Ext. 2177).

Montreal: DISPLAY BY THE LEATHER INSTITUTE – October 1966.
Joint venture with the British Leather Federation.
(Mr. J. M. Stuart, Ext. 2785).

Montreal: CANADIAN NATIONAL SHOE SHOW – October 2-4, 1966.
Joint venture with the British Footwear Manufacturers' Federation.
(Mr. J. M. Stuart, Ext. 2785).

Toronto: SUPERMARKET SHOW AND DRUG, VARIETY AND CONFECTIONERY SHOW – October 17-20, 1966.
British Section organized as a joint venture with the Food Manufacturers' Federation, the Cake and Biscuit Alliance, and the Cocoa, Chocolate and Confectionery Alliance.
(Mr. J. M. Stuart, Ext. 2785).

1967

Toronto: BRITISH INDUSTRIAL TRADE FAIR (AS PART OF THE NATIONAL INDUSTRIAL PRODUCTION SHOW) – May 1-5, 1967.

Vancouver: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 17-27, 1967.
Inquiries about the proposed British participation in these events, and the arrangements for the transfer of exhibits from Toronto to Vancouver, should be addressed to British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

Toronto: BRITISH WEEK – October 12-21, 1967.
A city-wide British Week to be organized by the Board of Trade in association with the Committee for Exports to Canada (21 Tothill Street, London, S.W.1. Whitehall 6711).
(Mr. R. Morton, Ext. 2022).

USA—1966

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 17-20, 1966.
(British Section organized by the British Consulate-General in Los Angeles).
(Mr. J. M. Stuart, Ext. 2785).

New York: FANCY FOOD AND CONFECTION SHOW – August 14-17, 1966.
A joint venture with the Cake and Biscuit Alliance. (13 firms).
(Mr. J. M. Stuart, Ext. 2785).

New York: B. ALTMAN AND CO. STORE PROMOTION – September 1966.
This promotion will feature British fashion and will take place in early September.
(Mr. R. A. Hillier, Ext. 2177).

City Stores Group – Autumn 1966.
Several department stores in this group will be staging promotions this autumn in which British goods will be featured as well as those of other countries. The stores concerned are:
WASHINGTON : LANSBURGH'S – September 10-24, 1966.
NEW ORLEANS : MAISON BLANCHE CO. – September 18-October 1, 1966.

City Stores Group – (*continued*)
MEMPHIS : LOWENSTEIN & BROS. INC. – October 2-15, 1966.
BIRMINGHAM : LOVEMAN, JOSEPH & LOEB. – October 9-22, 1966.
PHILADELPHIA : LIT BROS. – October 17-29, 1966.
LOUISVILLE : KAUFMAN STORES – October 24-November 5, 1966.
MIAMI : RICHARD'S – November 2-12, 1966.
The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

U.S.A.: ALLIED PURCHASING CORPORATION STORE PROMOTIONS – September-November 1966.
These promotions will extend to nearly 60 member stores throughout the United States and will take place from mid-September to November. British menswear and houseware products will be featured with goods from other countries.
The London Buying House representing the City Stores Group is Metasco Inc., 167, Oxford Street, London, W.1. (Tel: Gerrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

New York: LEATHER AND ALLIED INDUSTRIES EXHIBITION – November 2-4, 1966.
Joint venture with the British Leather Federation.
(Mr. J. M. Stuart, Ext. 2785).

Louisville Kentucky: INTERNATIONAL FURNITURE AND WOOD-WORKING SUPPLY FAIR – September 17-21, 1966.
A joint venture with the Machine Tool Trades Association. (7 firms).
(Mr. J. M. Stuart, Ext. 2785).

Akron: THE M. O'NEIL CO. STORE PROMOTION – September 17-October 1, 1966.
This promotion will feature consumer goods from Britain and other countries and will take place from September 17-October 1, 1966.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Ext. 2177).

Chicago: CARSON, PIRIE, SCOTT AND CO. STORE PROMOTION – September 26-October 8, 1966.
This promotion will feature consumer goods from Britain and Ulster and will take place from September 26-October 8, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

Cleveland: THE HIGBEE CO. STORE PROMOTIONS – September 23-October 8, 1966.
This promotion will feature British menswear and will take place from September 23-October 8. British menswear will also be featured with goods from other countries in a promotion taking place in late October.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

Baltimore: HOCHSCHILD KOHN AND CO. STORE PROMOTION – September 26-October 8, 1966.
This promotion will feature consumer goods from Britain and will take place from September 26-October 8, 1966.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Pittsburgh: KAUFMANN'S STORE PROMOTION – September 26-October 15, 1966.
This promotion will feature consumer goods from Britain and other countries and will take place from September 26-October 15.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Ext. 2177).

Akron: THE A. POLSKY CO. STORE PROMOTION – October 1966.
This promotion will feature consumer goods from Britain and other countries and will take place in early October.
The London Buying House representing this store is Metasco Inc. 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

Chicago: BASKIN CLOTHING CO. STORE PROMOTION – October 1966.
This promotion will feature British menswear and will take place in early October, 1966.
No London Buying House is known for this store.
(Mr. R. A. Hillier, Ext. 2177).

Cedar Rapids: THE KILLIAN CO. STORE PROMOTION – October 3-15, 1966.
This promotion will feature consumer goods from Britain and will take place from October 3-15, 1966.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Chicago: SHOE FAIR – October 9-12, 1966.
A joint venture with the British Footwear Manufacturers' Federation.
(Mr. J. M. Stuart, Ext. 2785).

New York: NATIONAL HARDWARE SHOW – October 10-13, 1966.
A joint venture with the Federation of British Horticultural Exporters. (9 firms).
(Mr. J. M. Stuart, Ext. 2785).

Atlanta: RICH'S INC. STORE PROMOTION – October 10-29, 1966.
This promotion will feature consumer goods from Britain and will take place from October 10-29, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

New Orleans: D. H. HOLMES CO. LTD. STORE PROMOTION – October 16-30, 1966.
This promotion will feature consumer goods from Britain and will take place from October 16-30, 1966.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Pittsburgh: JOSEPH HORNE & CO. STORE PROMOTION – October 17-29, 1966.
This promotion will feature British menswear and will take place from October 17-29, 1966.
British consumer goods generally will be featured with goods from other countries in an earlier promotion to take place from September 26-October 8, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

Los Angeles: BULLOCKS INC. STORE PROMOTION – October 17-29, 1966.
This promotion will feature British menswear and will take place from October 17-29, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

Los Angeles: J. W. ROBINSON CO. STORE PROMOTION – October 20-November 10, 1966.
This promotion will feature British menswear and will take place from October 20-November 10, 1966.
The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
(Mr. R. A. Hillier, Ext. 2177).

Indianapolis: L. S. AYRES & CO. STORE PROMOTION – October 24-November 5, 1966.
This promotion will feature consumer goods from Britain and other countries and will take place from October 24-November 5, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

San Francisco: R. H. MACY & CO. INC. STORE PROMOTION – November 3-19, 1966.
This promotion will feature consumer goods from Britain and other European countries and will take place from November 3-19, 1966.
The London Buying House representing this store is R. H. Macy & Co. Ltd., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Ext. 2177).

Indianapolis: H. P. WASSON & CO. STORE PROMOTION – November 6-19, 1966.
This promotion will feature consumer goods from Britain and will take place from November 6-19, 1966.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Ext. 2177).

Chicago: SCREEN PROCESS PRINTING EXHIBITION – November 9-12, 1966.
A possible joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(Mr. J. M. Stuart, Ext. 2785).

Minneapolis: DAYTON'S. STORE PROMOTION – December 1966.
This promotion will feature consumer goods from Britain and will take place during the Christmas period, 1966.
The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

New Jersey: BAMBERGERS. STORE PROMOTION – December 1966.
This promotion will feature consumer goods from Britain and other countries and will take place during the Christmas period, 1966.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Ext. 2177).

New York: BRITISH TRADE CENTRE.
The Board of Trade is giving financial support in the initial stages to the British Trade Centre situated at the Rockefeller Center, New York. The official opening by HM Ambassador is on July 12, 1966. The Centre is being organized by the British-American Chamber of Commerce, and firms wishing to take space or seeking further information should contact the United Kingdom representatives, Committee for Exports to the United States (CEUSA), 21 Tothill Street, London, S.W.1. (Tel. Whitehall 6711, contact Mr. J. Comber).

1967

Los Angeles: WESTERN METAL AND TOOL EXPOSITION – March 6-10, 1967.
A possible joint venture with the Machine Tools Trade Association. Firms interested in participation should contact the Association.
(Mr. J. M. Stuart, Ext. 2785).

New York: INTERNATIONAL TOY FAIR – March 9-13, 1967.
A possible joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. J. M. Stuart, Ext. 2785).

LATIN AMERICA—1966

Buenos Aires: PALERMO LIVESTOCK SHOW (ANNUAL INTERNATIONAL EXHIBITION OF THE ARGENTINE SOCIEDAD RURAL) – July 10-September 15, 1966.
British section organized by the British Embassy in Buenos Aires.
(Mr. J. M. Stuart, Ext. 2785).

Bogota: INTERNATIONAL TRADE FAIR – September 1-20, 1966.
The Board of Trade is organizing a British Pavilion.
(Mr. J. M. Stuart, Ext. 2785).

Mexico City: BRITISH INDUSTRIAL EXHIBITION – October 19-30, 1966.
Inquiries about this event should be directed to British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

AUSTRALIA—1966

Sydney: INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – October 31-November 4, 1966.
An information stand manned by representatives of the National Wool Textile Export Corporation.
(Mrs. I. M. Janzen, Ext. 2489).

Orange (NSW): ORANGE NATIONAL FIELD DAYS – November 1966.
A display to be arranged by the British High Commission in Sydney.
(Mrs. I. M. Janzen, Ext. 2489).

NEW ZEALAND—1967

Wellington: INTERNATIONAL TRADE FAIR – August 17-September 2, 1967.
The Board of Trade and the Committee for Exports to New Zealand are examining the prospects for a 'British Court' on pavilion terms at this event.
(Mrs. I. M. Janzen, Ext. 2489).

AFRICA—1966

Nairobi: KENYA INTERNATIONAL TRADE FAIR – September 27-October 1, 1966.
An official information stand to be manned by representatives of the British High Commission, Nairobi.
(Miss M. S. Jones, Ext. 2788).

Addis Ababa: INTERNATIONAL MEDICAL AND SURGICAL EQUIPMENT EXHIBITION – October 24-28, 1966.
The Board of Trade is considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their own trade associations.
(Miss M. S. Jones, Ext. 2788).

1967

Accra (Ghana): FIRST INTERNATIONAL TRADE FAIR – February 1-19, 1967.
The Board of Trade will organize a British Pavilion at this event.
(Miss M. S. Jones, Ext. 2788).

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1967.
The Board of Trade will organize a British Pavilion at the above event.
(Miss M. S. Jones, Ext. 2788).

Johannesburg: RAND EASTER SHOW – March 14-27, 1967.
The display in the British Pavilion in 1967 will be mounted by the British Pottery Manufacturers' Federation, and possibly the British Glass Manufacturers' Federation.
(Miss M. S. Jones, Ext. 2788).

ASIA—1966

Kyoto: 6TH INTERNATIONAL CONGRESS FOR ELECTRON MICROSCOPY – August 28-September 4, 1966.
A joint venture with the Scientific Instrument Manufacturers' Association. (3 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Tientsin: EXHIBITION BY THE SCIENTIFIC INSTRUMENT MANUFACTURERS' ASSOCIATION – September 11-20, 1966.
A joint venture with the Scientific Instrument Manufacturers' Association. (54 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Bangkok: FIRST ASIAN INTERNATIONAL TRADE FAIR – November 17-December 10, 1966.
The Government of Thailand supported by the United Nations Economic Commission for Asia and the Far East is organizing this event. A joint venture with the London Chamber of Commerce. (39 firms).
(Mrs. I. M. Janzen, Ext. 2489).

ISRAEL—1966

Tel Aviv: INTERNATIONAL TRADE FAIR – June 21-July 9, 1966.
A British Pavilion on the lines of those at the last two Tel Aviv Fairs.
(Mrs. I. M. Janzen, Ext. 2489).

Exhibitions and Fairs

SECTIONS II– IV

For details of overseas trade fairs, British Weeks and store promotions in which the Board of Trade is supporting British industry, please refer to Section I of this supplement.

Amendments and additions will be shown in the first issue of each intervening month. No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

The Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54, Broadway, London, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2783, France and Benelux; Ext. 2496 Italy, Austria, Switzerland; Ext. 2786 East Europe; Ext. 2785 Western Hemisphere; Ext. 2496, Scandinavia and rest of the world) (Ext. 3008 United Kingdom) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

• event held annually at approximately the time stated
† event held in alternate years at approximately the time stated

European trade fairs and exhibitions—SECTION II

1966—General

MOSCOW: BRITISH INDUSTRIAL EXHIBITION – July 8-24.
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

MESSINA: INTERNATIONAL TRADE FAIR – August 7-21.
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina. (Tel. 211.714 and 210.962).

MALMO: SWEDISH INTERNATIONAL SAMPLES FAIR – August 12-21.
* Apply, Skanemassen, Masshallarna, Box 19015, Malmo.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
Apply, Feria De Muestras Internacional., de Bilbao, Tercio de Begona 2, Aportodo 468, Bilbao.

STAVANGER: NORTH SEA FAIR – August 17-28.
Apply, Counsellor Erik Maeland, POB 261, Haugesund.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
*Apply, Brigadier B. W. Bethel, London Liaison Officer of the British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4. (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 28-September 1.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIKS FAIR – August 31-September 11.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: INTERNATIONAL FAIR – September 1-12.
* Apply, M. le President, 9 rue Brulee, Strasbourg.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 4-11.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 4-25.
* Apply, International Fair of Thessalonika, Salonika.

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 5-13.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, DuMont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 8-18.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR (COMPTOIR SUISSE) – September 10-25.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

LIEGE: INTERNATIONAL AUTUMN FAIR – September 10-25.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

BRNO: INTERNATIONAL TRADE FAIR – September 11-20.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

VIENNA: INTERNATIONAL TRADE FAIR – September 11-18.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel Knightsbridge 6938).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 15-25.
* Apply, Mr. Olle Herold, Managing Director, The Finnish Corporation, Toolo, Helsinki.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 16-26.
* Apply, Fiera Campionaria Internationale Di Bolzano, c.p. 297, Bolzano.

PLOVDIV: INTERNATIONAL FAIR – September 18-October 2.
* Apply. Paneuropean Consultants Ltd., 92 Fleet Street, London, E.C.4. (Tel. Ludgate 0630).

MARSEILLES: INTERNATIONAL FAIR – September 22-October 3.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

INNSBRUCK: EXPORT AND SAMPLES FAIR – September 24-October 2.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

METZ: INTERNATIONAL FAIR – September 28-October 9.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 16-25.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GRAZ: AUTUMN FAIR – October 1-9.
* Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 21-31.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1966—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

KIEV: INTERNATIONAL POULTRY EXHIBITION – August 15-28.
Apply, Directorate of the International Poultry Exhibition, Kiev 85, U.S.S.R.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 13-21.
† Apply, M. Caron, 3 rue La Boetie, Paris, 8e.

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – September 22-27.
* Apply, Ausstellungs-und Messe G.m.b.H. des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) September 17-25.
† Apply, The Building Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 8-16.
* Apply, Secretary, Salone Internazionale Del Giocattolo, Via Piatti 4, Milan.

OPORTO: INTERNATIONAL EXHIBITION OF BUILDING & HOUSING MATERIAL – October 15-30.
Apply, Associacao Industrial Portuense, Rua Mouzinho Silveira 228, Oporto, Portugal.

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION – November 19-26.
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W.1. (Tel. Museum 9325).

Caravans

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October 8-16.
* Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

UTRECHT: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Clothing and Footwear

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 26-28.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

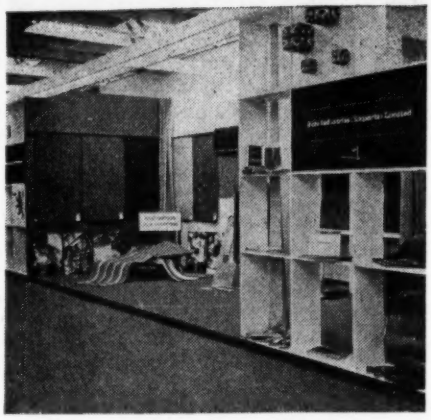
FLORENCE: SHOE AND LEATHER FAIR – September 3-11.
Apply, Secretary General, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

BERLIN: FASHION WEEK – September 5-13.
Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – September 5-13.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 8-11.
Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

ELDA: INTERNATIONAL FOOTWEAR & ALLIED INDUSTRIES FAIR – September 13-20.
* Apply, Feria Internacional del Calzado, 7 Industrias Afines, Elda, Alicante.



A view of part of the Dundee Chamber of Commerce exhibition held in Vienna from April 18-22. This special display was staged with the assistance of the Board of Trade.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 15-18.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 15-18.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

COPENHAGEN: SCANDINAVIAN FASHION WEEK – September 17-21.
Apply, Moderningen, V. Voldgade 111, Copenhagen V.

DÜSSELDORT: FOOTWEAR SAMPLES DISPLAY (GDS) – September 24-26.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 2-6.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

BERLIN: FASHION WEEK – October 10-21.
Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 14-16.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 23-25.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 23-27.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – November 5-11.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

Engineering, Radio and Electrical Goods

OSLO: THE 5TH TECHNICAL FAIR – August 31-September 11.
Apply, Maskingrossisternes Forening, Rosenkrantzgt, 22, Oslo 1.

MOSCOW: MECHANIZATION METHODS FOR ENGINEERING AND TECHNICAL WORK EXHIBITION – September 1-15.
Apply, Directorate of the International Exhibition, Mechanization Methods for Engineering and Technical Work, 6, Kuibyshev Street, Moscow, U.S.S.R.

CHARLEROI: INTERNATIONAL TECHNICAL EXHIBITION – September 16-25.
† Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

UTRECHT: INTERNATIONAL EUROPEAN EXHIBITION OF METAL FINISHING (EUROFINASH/VOM '66) – September 20-24.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 22-October 4.
* Apply, Salone Internazionale Della Tecnica, Corso Massimo d'Azeglio 15, Turin.

STOCKHOLM: TECHNICAL FAIR – September 30-October 6.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LJUBLJANA: 13TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATION, AUTOMATION AND NUCLEONICS – October 4-9.
* Apply, Gospodarsko, Razstavisce 50, Titova, Ljubljana, Yugoslavia.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX '66) – October 10-14.
† Apply, FIAR Minervalaan 82, h.s., Amsterdam.

GENOA: INTERNATIONAL WELDING EXHIBITION – October 15-23.
† Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS & RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 20-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HELSINKI: TELEVISION AND RADIO SHOW – October 28-November 6.
Apply, Finnish Fair Corporation, Helsinki, Finland.

GOTHENBURG: 1ST INTERNATIONAL CORROSION EXHIBITION (SCAN-CORR '66) – October 29-November 6.
Apply, Scandinexpo A.B. Gothenburg.

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 19-25.
† Apply, Federazione della Associazioni Scientifiche e Techniche (FAST) di Milano, P. le Morandi 2, Milan.

Foodstuffs, Food Machinery, Hotel and Catering

DUBLIN: IRISH & INTERNATIONAL DRINKS FESTIVAL – August 12-20.
Apply, Irish & International Drinks Festival, 39 Grafton Street, Dublin 2, Ireland.

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 19-28.
† Apply, Planten un Blomen Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 10-14.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 17-25.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARMA: INTERNATIONAL PRESERVED FOOD AND FOOD PACKAGING EXHIBITION – September 24-October 2.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

HANOVER: 17TH EXHIBITION OF HOTEL AND CATERING TRADES – October 1-9.
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

BRUSSELS: FOOD & DOMESTIC EQUIPMENT TRADES FAIR – October 8-23.
Apply, S.I.M.P.A., 29-31 Boulevard du Jardin Boutanique, Brussels, 1.

MONTPELIER: INTERNATIONAL VINICULTURAL AND WINE FAIR – October 8-18.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpelier.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 13-24.
* Apply, M. Willard, 15 rue de Liege, Paris 9.

DIJON: FOIRE GASTRONOMIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 29-November 11.
* Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

BERLIN: GERMAN RESTAURANT AND CATERING CONFERENCE AND FOOD EXHIBITION – October 28-November 6.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL FOOD SALON (SIAL) – November 13-21.
† Apply, Madame Jeanne Dench, 16 Sandyford Place, Glasgow, C.3. (Tel. City 4461/5).

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 13-21.
Apply, M. Caron, 3 rue La Boetie, Paris 8.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – November 13-21.
* Apply, Salon International de l'Equipement des Industries de l'Alimentation, 42 rue du Louvre, Paris, 1er.

PARIS: INTERNATIONAL EXHIBITION OF MATERIALS, TECHNIQUES AND WHOLESALE TRADE IN THE MEAT INDUSTRY (MATIC) – November 13-21.
Apply, 'MATIC', 42 rue du Louvre, Paris, 1er.

Furniture, Furnishings, Household Equipment and Hardware

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 18-July 13.
* Apply, Ente Autonomo Mostra D'Oltremare, Piazza Campi Flegrei, Naples.

AALBORG: MODERN FURNITURE TRADE FAIR – August 11-14.
Apply, Mr. Hardy Simonsen, Knudsgade 5, Aalborg.

MILAN: HOUSEHOLD GOODS & HARDWARE EXHIBITION (MACEF) – September 3-6.
Apply, F. C. Urbach, International Advertising Ltd., 23 Lyndhurst Road, N.W.3. (Tel. Swiss Cottage 3952).

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 4-6.
* Apply, Dennis G. Love Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 4891).

UTRECHT: TRADE FAIR FOR FURNITURE & FURNISHINGS (INTER-DECOR) – September 5-9.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 9-11.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 10-18.
* Apply, Utstallningen Dagens Hushall, Kopmannens Hus Vasagatan 52, P.O. Box 3067, Gothenburg 3.

OSLO: 'DAGENS HUSHOLDING', TODAY'S HOUSEKEEPING 1966 – September 29-October 9.
Apply, The Association of Grocery Retailers, Oslo.

STOCKHOLM: KITCHEN EQUIPMENT EXHIBITION 'IDEKOK' '66 – October 7-17.
Apply, "Idekok" 66 Ostermans Marmorhallar, Box 24024, Stockholm, 24.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 8-11.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October 26-30.
Apply, Commissaire General, International Hardware Fair, 14 rue Duquesnoy, Brussels, 1. (Tel. 12.21.87-13.16.05).

GENEVA: HOUSEHOLD EXHIBITION (ARTS MENAGERS) – October 27-November 6.
Apply, Secretariat, 54b Route des Accacia, 1, 211 Geneva.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 30-November 13.
Apply, Commissaire Generale, Palais de la Foire, Lille.

COPENHAGEN: THE WOMAN'S WORLD – November 11-20.
Apply, A/S Erling Sunds. Skindergade 29, Copenhagen K.

BARCELONA: IDEAL HOTEL AND HOME EXHIBITION (HOGAROTEL) – November 12-27.
Apply, Salon Monografico Nacional Av. Maria Cristina, Barcelona 4.

Handicrafts and Fancy Goods, etc.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September 1-11.
Apply, A. S. Herning-Hallen, Herning.

Horticulture and Horticultural Equipment

UTRECHT: GARDEN & PARK EXHIBITION – November 8-12.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Hospital and Medical Equipment

MUNICH: INTERNATIONAL EXHIBITION OF CLINICAL CHEMISTRY – July 26-30.
Apply, Münchener Messe und Ausstellungs G.m.b.H., 8 München 12, Theresienhöhe 13.

MUNICH: 20TH INTERNATIONAL CONGRESS AND EXHIBITION OF OPHTHALMOLOGY – August 14-19.
Apply, Kongress Büro, 8 München 15 Beethovenstrasse 8.

STUTTGART: INTERNATIONAL CHEMISTS' AND DRUGGISTS' EXHIBITION (INDROFA) – September 23-27.
† Apply, C.E.S. (Overseas) Ltd., 225C Balham High Road, London, S.W.17. (Tel. Balham 4650).

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – October 6-10.
* Apply, Arbeitsgemeinschaft fur Fachmessen Hofackerstrasse 36, 8032 Zurich. (Tel. 47.27.36).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – November 24-28.
Apply, Arbeitsgemeinschaft Lur Fachausstellungen, Sekretariat : Loquaiplatz 13, Vienna 6.

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 27-September 1.
Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

(Continued on page xiv)

INDUSTRIAL & TRADE FAIRS LTD.

Present

THE BRITISH EXHIBITION

INDUSTRIAL

Sokolniki Park Moscow

8–24 July 1966

Industrial and Trade Fairs Limited are proud to announce that the British Industrial Exhibition being opened today by The Rt. Hon. Douglas Jay, M.P., President of the Board of Trade, is Britain's largest single export promotional undertaking this year. Five hundred companies are taking part in the exhibition, which occupies some 230,000 square feet of exhibition space, displaying the most representative range of capital and consumer goods ever seen in the U.S.S.R.

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Commonwealth House, 1-19 New Oxford Street, London, WC1
Telephone: CHAncery 9011 Cables: Indatfa London WC1 Telex: 262567

PARIS: INTERNATIONAL LEATHER WEEK – September 8-13.
* Apply, The Secretary, Conseil National du Cuir, 2 Rue Edouard VII, Paris 9e. (Tel. Ope 68.60).

COPENHAGEN: EXHIBITION OF DANISH LEATHER-GOODS – November 5-7.
Apply, Lodervare-Og Rejsetejsfabrikautforeningen i Danmark, Norrevoldgade 34, Copenhagen K.

Motor Vehicles, Motor Cycles and Bicycles

COLOGNE: INTERNATIONAL BICYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 24-28.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL MOTOR CAR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 6-16.
* Apply, R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

TURIN: INTERNATIONAL MOTOR SHOW – November 3-13.
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Nuclear Energy

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR – September 8-14.
Apply, The Secretary, Nuclex 66, Basle 21.

Office Machinery and Equipment

MOSCOW: INTERNATIONAL BUSINESS EQUIPMENT EXHIBITION – September 1-15.
Apply, Directorate of the International Exhibition 'Equipment and appliances for Mechanization of Designing, Technical and Office Work', 6 Kuibyshev Street, Moscow, U.S.S.R.

MILAN: ITALIAN OFFICE MACHINERY & EQUIPMENT EXHIBITION (SMAU) – September 30-October 8.
Apply, Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazze Belgioloso 1, Milan.

PARIS: BUSINESS MACHINES & OFFICE EQUIPMENT EXHIBITION (SICOB) – October 13-22.
* Apply, Salon de l'Equipement de Bureau, 6 Place de Valois, Paris, 1er.

Packaging Machinery and Materials

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 13-21.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (Seine).

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 13-21.
† Apply, M. Caron, 3 rue La Boetie, Paris, 8.

Police Equipment

HANOVER: INTERNATIONAL POLICE EXHIBITION – August 27-September 11.
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

Scientific, Surgical and Photographic Instruments

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 1-9.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BASLE: INTERNATIONAL CONGRESS AND EXHIBITION OF LABORATORY MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – October 17-22.
Apply, Sekretariat, Ilmac, Basle, 21.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS & RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 20-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Ships and Boats

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINEERING & PORT EQUIPMENT EXHIBITION – November 8-12.
Apply, Anglican Trade Promotions Ltd., 67/69 Chancery Lane, London, W.C.2. (Tel. Chancery 6561).

Textiles

MILAN: INTERNATIONAL TEXTILES AND CLOTHING MARKET (MITAM) – November 8-11.
* Apply, Mitam Galleria, San Babila 4/D, Milan.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 22-25.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys, Games and Sports Equipment

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR AND FISHING EQUIPMENT EXHIBITION – September 23-26.
* Apply, 15 Rue de la Paix, Paris, 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 23-25.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCH-MAKING INDUSTRY EXHIBITION – September 3-12.
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grande Rue, Besancon.

Wood and Woodworking Machinery

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 11-21.
* Apply, C. E. S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

Congresses and Associated Exhibitions

BARCELONA: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – October 3-7.
Apply, Leonard Millis, International Water Supply Association, 34 Park Street, London, W.1.

1967—General

LYONS: INTERNATIONAL FAIR – February 25-March 6.
* Apply, M. le President, Palais des Congrés, quai A. Lignon, Lyons.

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 26-March 2.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

NICE: INTERNATIONAL FAIR (TOURISM) – March 2-13.
* Apply, M. le President, 8 Place Massena, Nice.

LEIPZIG: INTERNATIONAL SPRING FAIR – March 5-14.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 6-14.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 29-April 9. (Provisional dates).
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 15-23.
Apply, International Saarmesse Messegelände, 66 Saarbrücken.

BASLE: SWISS INDUSTRIES FAIR – April 15-25.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

ZAGREB: INTERNATIONAL SPRING FAIR – April 15-23.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HANOVER: HANOVER FAIR – April 29-May 7.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia Llano del real 2, Apartado 476, Valencia.

BUDAPEST: INTERNATIONAL TRADE FAIR – May 19-29.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U., 17 Budapest V.

GOTHENBURG: SWEDISH TRADE FAIR – May 19-28.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

NANCY: INTERNATIONAL FAIR – June 1-12.
* Apply, Commissariat General, Pars des Expositions de Nancy, Boite Postale 593, 54, Nancy, R.P.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E Internacional De Muestras En Barcelonas, Palacio No. 1, Avenida Maria Christina, Barcelona.

POZNAN: 36TH INTERNATIONAL TRADE FAIR – June 11-25.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier B. W. Bethel, London Liaison Officer of the British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4. (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 27-30.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 3-10.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BRNO: INTERNATIONAL TRADE FAIR – September 10-19.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

METZ: INTERNATIONAL FAIR – September 27-October 8. (Provisional dates).
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

SALONIKA: INTERNATIONAL TRADE FAIR – September.
* Apply, Foire International de Thessalonika, Salonika.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 4-15.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 20-29.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 27-February 5.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: FORESTRY WEEK & INTERNATIONAL FOREST EXHIBITION – February 25-March 1.
Apply, St. Eriks Fair, Stockholm Chamber of Commerce Storangsvagen 18, Stockholm NO.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-12.
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazeare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March.
* Apply, E. A. Per Fiere di Verona, Viale Del Lavoro, Verona.

NOVI-SAD: INTERNATIONAL AGRICULTURAL FAIR –May 13-22.
* Apply, Novi-Sad Fair, Novi-Sad, Hajduk Veljkova 11, Yugoslavia.

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – May 19-28.
Apply, Universal Fair and Exhibition Service Ltd., Ryvangs Alle 20, Copenhagen Ø.

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – May 26-June 4.
† Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 4 et 6 rue Galilee, Paris 16e.

Books and Periodicals

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN & YOUNG PEOPLE – April.
* Apply, Ente Autonomo per de Fiere di Bologna, Fiera Internazionale del Libro per l'Infanzia et la Gioventu', Bologna.

Building and Public Works

HANOVER: INTERNATIONAL BUILDING EXHIBITION (CONSTRUCTA II) – January 21-29.
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 28-February 5.
Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VERONA: INTERNATIONAL EARTH MOVING & CONSTRUCTION EQUIPMENT EXHIBITION (SA.MO.TER.) – February 2-6.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 11-19.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November.
† Apply, M. le Prince, 1 Avenue Niel, Paris, 17e.

Caravans

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 4-14.
* Apply, Exhibition and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Chemicals and Allied Industries including Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 24-30.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

FRANKFURT: 15TH CHEMICAL ENGINEERING EXHIBITION & CONGRESS (ACHEMA) – June 21-29.
Apply, DECHEMA, 6 Frankfurt-am-Main, Postfach 7746, Dechema-Haus, Theodor-Heuss Allee 25.

BERLIN: 70TH GERMAN SOAP FAIR – September 16-19.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

DÜSSELDORF: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Clothing and Footwear

PARIS: EUROPEAN MEN'S WEAR EXHIBITION – February 11-14.
* Apply, Promas, 8 rue de Richelieu, Paris, 1er.

PARIS: INTERNATIONAL CLOTHING TRADE AND KNITWEAR INDUSTRIES EQUIPMENT EXHIBITION – February.
† Apply, M. Devred, 40 Rue du Colisee, Paris, 8e.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – February.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

BERLIN: FASHION WEEK – March 5-10.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

BOLOGNA: FOOTWEAR FASHION SHOW – March 11-15.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COPENHAGEN: SCANDINAVIAN FASHION WEEK – March.
Apply, Moderingen, V. Veldgade 111 Copenhagen V.

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – March 12-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – April 2-6.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 8-10.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

BERLIN: FASHION WEEK – April 10-21.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – April 22-27.
Apply, Messeleitung der Stadt Pirmasens, 678 Pirmasens, Dankelsbachstrasse 19, Postbox 860, Germany.

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – April 23-27.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

COLOGNE: INTERNATIONAL EXHIBITION OF CLOTHING MACHINERY – August 24-27.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 25-27.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September 4-13.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 14-17.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

COPENHAGEN: SCANDINAVIAN FASHION WEEK – September.
Apply, Moderingen, V. Volgade 111 Copenhagen V.

MUNICH: FASHION WEEK – October 1-5.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

BERLIN: FASHION WEEK – October 9-20.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 25-29.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Civil Defence

COLOGNE: INTERNATIONAL CIVIL DEFENCE EXHIBITION – June 3-11.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Display and Shop Equipment

PARMA: EXHIBITION OF SUPERMARKET EQUIPMENT – May.
* Apply, Supermarket Equipment Exhibition, Parco Ducale, Parma.

Engineering, Radio and Electrical Goods

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 9-14.
Apply, Commissaire Generale, 16 rue du Presles, Paris, 15e.

ZURICH: INTERNATIONAL PRECISION ENGINEERING EXHIBITION (MICROTECNIC) – March 9-14.
Apply, F. C. Urbach, International Advertising Ltd., Dorset House Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 5-10. (Provisional date).
* Apply, Federation National des Industries Electroniques, 16 Rue du Presles, Paris 15e.

BELGRADE: 11TH INTERNATIONAL TECHNICAL FAIR – May 18-29.
* Apply, Beogradski, Sajam, Bulevar Vojuode Misica 14, Belgrade.

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May.
† Apply, M. Ollive, 20 Rue Carpeaux, Puteaux (Seine).

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – May.
† Apply, M. Ollive, 20 Rue Carpeaux, Puteaux (Seine).

COPENHAGEN: THIRD INTERNATIONAL TECHNICAL FAIR – September 22-October 1.
Apply, Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen Ø.

HANOVER: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26.
Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – September.
Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September.
† Apply, M. Foucault, 16 Rue de Presles, Paris, 15e.

STOCKHOLM: TECHNICAL FAIR – October 12-18.
* Apply, Trade Fair and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION & INSTRUMENTS – October 13-22.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

Foodstuff, Food Machinery, Hotel and Catering

MOSCOW: INTERNATIONAL EXHIBITION 'MODERN MECHANICAL AND AUTOMATED EQUIPMENT, PACKING EQUIPMENT AND TRANSPORTATION CONVEYANCES FOR FOOD INDUSTRY' (INPRODMASH '67) – May 16-29.
Apply, Directorate of the International Exhibition 'Modern Mechanical and Automated Equipment, Packing Equipment and Transportation Conveyances for Food Industry', 6 ul. Kuibysheva, Moscow, USSR.

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – September 15-24.
Apply, Verein Ausstellungspark München e.V., 8 München 12, Theresienhöhe 14.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS & PROVISIONS (ANUGA) – September 30-October 8.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

MALMO: THIRD INTERNATIONAL HOTEL & RESTAURANT FAIR (RESTA III) – October 4-8.
Apply, Skanemassan Committee and Swedish Hotels and Restaurants Association, Malmo.

Furniture, Furnishings, Household Equipment and Hardware

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 23-26.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-19.
* Apply, Commissariat Generale, Salon des Arts Menagers, Palais de la Defense, 15 Avenue Division-Leclere, Puteaux (Seine).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – March 3-6.
* Apply, M. le President, Palais de la Foire, Lyons.

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR (HUISHOUDBEURS) – March 31-April 9.
* Apply, The Organizers, IHF, RAI Building, Amsterdam.

COPENHAGEN: HARDWARE CONSUMER FAIR – April 28-May 7.
Apply, Isenkrammerforeningen i Kobenhavn, Strandvejen 124, Copenhagen, Hellerup.

COLOGNE: INTERNATIONAL FAIR OF FURNITURE UPHOLSTERY SUPPLIES AND WOOD PROCESSING INDUSTRIES (INTERZUM) – June 22-25.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Handicrafts, Fancy Goods, etc.

HERNING: HOBBY AND VACATION SHOW – March 22-27.
Apply, A/S Herning-Hallen, Herning.

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April 24-May 7.
* Apply, Mostra-Mercato Nazionale dell Artigianato, Piazza Della Liberta, Florence.

MUNICH: INTERNATIONAL HANDICRAFTS EXHIBITION – May 24-June 4.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

HERNING: HANDICRAFTS & INDUSTRIAL FAIR – August 31-September 10.
Apply, A/S Herning-Hallen, Herning.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – March 1-5.
* Apply, CES (Overseas) Ltd., 225C Balham High Road, London, S.W.17. (Tel. Balham 4650).

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – April 1-9.
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

PARIS: INTERNATIONAL HEATING AND AIR-CONDITIONING EXHIBITION – May 13-25.
Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel. Knightsbridge 9628).

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW (SALON DU JARDIN) – February 25-March 5.
* 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels 1. (Tel. 12.21.87/13:11:93).

Hospital and Medical Equipment

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May 16-21.
Apply, Exhibition Secretariat, Fyens Forum, Odense, Copenhagen.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 17-21.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BERLIN: HOSPITAL EQUIPMENT EXHIBITION (FAB) – May 31-June 3.
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GOTHENBURG: INTERNATIONAL MEDICAL CARE AND HEALTH EXHIBITION – September 28-October 5.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 25-March 2.
Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main, 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 15-20.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 2e.

FRANKFURT: INTERNATIONAL FUR FAIR – April 26-30.
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Börsenstrasse 8.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 26-31.
Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main, 1, Kaiserstrasse 108-112.

Motor Vehicles, Motor Cycles and Bicycles

ZURICH: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 22-27.
† Apply, Zuspa, Internationale Fachmessen und Spezial-Ausstellungen, Thurgauerstrasse 7, 8050 Zurich.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 9-19.
* Apply, Salon International de l'Automobile, 5 rue du Jacques-Balmat, Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 14-24.
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Postfach 725347, Westendstrasse 61.

Office Machinery and Equipment

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR REPROGRAPHY – October 25-30.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Packaging Machinery and Materials

COPENHAGEN: SECOND INTERNATIONAL PACKING FAIR 'NORD PACK '67' – April 27-May 5.
† Apply, Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen, Ø.

Printing and Stationery

DÜSSELDORF: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA '67) – May 26-June 8.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Scientific, Surgical and Photographic Instruments

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION & AUTOMATION (MESUCORA) – April 14-21.
* Apply, Association Mesucora, 40 rue du Colisee, Paris 8e.

Ships and Boats

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January 13-23.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

HAMBURG: INTERNATIONAL BOAT SHOW – January 19-25.
* Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 4-14
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING & CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 10-19.
* Apply, RAI Gebouw, Europaplein, Amsterdam, 2.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 10-19.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March.
* Apply, 'Allt for Sjon' Fack, Storangsvagen, Stockholm NO.

GOTHENBURG: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

HALSINGBORG: INTERNATIONAL SHIPPING EXHIBITION – August 31-September 10.
Apply, AB Hälsingborgsutstallningar, Hälsingborg Exhibitions Ltd., Hamntobget, Hälsingborg, Sweden.

Textiles

HERNING: SCANDINAVIAN TEXTILE FAIR – March.
Apply, Dansk Textil Messe, Mindegade 1, Herning.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 23-26.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 21-24.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Textile Machinery

BASLE: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 27-October 6.
Apply, British Textile Machinery Organization, Old Colony House, South King Street, Manchester, 2.

Toys, Games and Sports Equipment

MILAN: INTERNATIONAL TOY FAIR – February 4-12.
* Apply, Secretary, Salone Internazionale del Giocattolo, Via Piatti 4, Milan.

PARIS: INTERNATIONAL TOY FAIR – February 5-11.
Apply, Salon International du Jouet, 93 rue de Turenne, Paris, 3e.

NUREMBERG: INTERNATIONAL TOY FAIR – February 12-17.
* Apply, LEP Transport, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – February 24-28.
Apply, Commissariat Generale, Foire de Grenoble, 1 Place Jacqueline-Marval, Grenoble.

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – April 23-25.
Apply, International Sportartikelmesse Wiesbaden G.m.b.H., 62 Wiesbaden, Langgasse 17.

COPENHAGEN: SPORT FAIR – September 22-October 1.
Apply, Erling Sundo A/S, Skindergade 29, Copenhagen K.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORT GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Miscellaneous

COPENHAGEN: SCANDINAVIAN TRANSPORT FAIR (NORD-TRANS '67) – April 27-May 5.
Apply, Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen Ø.

PARIS: INTERNATIONAL EXHIBITION FOR THE SAFETY AND THE PROTECTION OF PEOPLE AND GOODS (EUROPROTECTION) – May.
Apply, Europrotection, 23 rue Notre-Dame des Victoires, Paris, 2e.

1968—General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1968—Specialized

Furniture, Furnishings, Household Equipment and Hardware

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 23-28.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 29-March 3.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Aircraft and Aeronautical Equipment

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 1-13.
Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7. (Tel. Knightsbridge 7512).

SECTION III

Trade fairs and exhibitions outside Europe

1966—General

TORONTO: CANADIAN NATIONAL EXHIBITION – August 19-September 5. At Exhibition Park.
Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

BOGOTA: SIXTH INTERNATIONAL TRADE FAIR – September 1-20.
Apply, Corporacion de Ferias & Exposiciones SA Bogota DE Colombia.

ALGIERS: 3RD INTERNATIONAL TRADE FAIR – September 4-19.
Apply, Algerian Chamber of Commerce and Industry, Algiers.

KUALA LUMPUR: FIRST INTERNATIONAL TRADE EXHIBITION – October 28-November 13.
Apply, International Trade Exhibition Committee, Azam Wong & Co., Chartered Accountant, P.O. Box 2019, Kuala Lumpur.

BANGKOK: ASIAN TRADE FAIR (ECAFE) – November 17-December 10.
Apply, Department of Economic Relations, Ministry of Economic Affairs, Bangkok.

1966—Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

MOZAMBIQUE (PORTUGUESE EAST AFRICA): 2ND AGRARIAN, COMMERCIAL AND INDUSTRIAL FAIR – July 9-24.
Apply, Director D. A. Comissao, Organizadora DA Facim, Predio Santos Gil 2°n°.22, P.O. Box 1761. (Tel. 3713 Laurence Marques).

CAPETOWN: FISHING INDUSTRIES EXHIBITION – October 11-15.
Apply, South African Exhibition Organizers (Pty.) Ltd., 9th Floor, Trust House, Foreshore, Capetown, P.O. Box 667.

Building and Public Works

TORONTO: CONSTRUCTION AND PUBLIC WORKS SHOW – December 5-8. At Exhibition Park.
† Apply, Mr. L. Haines, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

Chemicals and Allied Industries including Plastics

TORONTO: CANADIAN CHEMICAL & EQUIPMENT EXHIBITION – September 19-21.
Apply, Exhibition Manager, Canadian Chemical and Equipment Exhibition, 1450 Don Mills Road, Toronto, Ontario.

TOKYO: JAPAN PLASTIC SHOW – Early October.
Apply, Japan Society of Plastics Technology, 8 Ginza Higashi, 2-Chome, Chuo-Ku, Tokyo.

JOHANNESBURG: PLASTICS EXHIBITION – October 4-8.
Apply, South African Exhibition Organizers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

Symbol Biscuits Ltd., who claim to export to more than 50 countries throughout the world and to sell 15 per cent of their production overseas (three times the average for the biscuit industry), held this recent impressive display of Symbol biscuits in the Magasin du Nord, Copenhagen. The company exhibited their biscuits during the British Trade Fair in Oslo and were also on display during April at the Foire de Lyon, France where their agents reported good business. It is hoped that the Foire will make a useful introduction to the British Week in Lyons at the end of October.

Clothing and Footwear

MONTREAL: NATIONAL SHOE FAIR – October 2-4.
* Apply, Mr. J. Guy-Maheu (General Manager), 1010 Sainte Catherine, West Montreal, Quebec.

CHICAGO: NATIONAL SHOE FAIR – October 9-12.
* Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, N.Y.

SYDNEY: INTERNATIONAL CLOTHING MACHINERY AND SUPPLIERS EXHIBITION – October 31-November 4.
Apply, Industrial Public Relations Service of Australia Pty. Ltd., Box 4180, G.P.O. Sydney.

NEW YORK: NATIONAL SHOE FAIR – November 13-16.
* Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, N.Y.

Engineering, Radio and Electrical Goods

SYDNEY: INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – August 15-20. At the RAS Showground.
† Apply, Industrial Public Relations Services Pty. Ltd., Sydney, N.S.W.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 23-26. At Sports Arena.
Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

JOHANNESBURG: ELECTRICAL, ELECTRONIC & NUCLEONIC ENGINEERING EXHIBITION 'ELECTRA '66' – August 24-31.
Apply, South African Exhibition Organizers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

KYOTO (JAPAN): 6TH INTERNATIONAL CONGRESS FOR ELECTRON MICROSCOPY – August 28-September 4.
Apply, Dr. N. Higashi, Chairman of the Congress Organizing Committee of the 6th International Congress of Electron Microscopy, Institute for Virus Research, Kyoto University, Kyoto, Japan.

JOHANNESBURG: SOUTH AFRICAN CONSTRUCTION AND MECHANICAL HANDLING EQUIPMENT EXHIBITION – September 6-10.
Apply, South African Exhibition Organizers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

CHICAGO: 22ND ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 3-5.
Apply, General Manager, National Electronics Conference, Inc., 228 North La Salle Street, Chicago, Illinois 60601.

BRISBANE: 3RD BIENNIAL ENGINEERING INDUSTRIAL & MACHINE TOOL EXHIBITION – October 11-15.
Apply, Industrial Public Relations (QLD) Pty. Ltd., 455 Adelaide Street, P.O. Box 1580 V, Brisbane, Australia.

OSAKA: 3RD JAPAN INTERNATIONAL MACHINE TOOL FAIR (JIMTOF) – October 15-26.
† Apply, Osaka International Trade Fair Commission, Honmachibashi Higashi-ku, Osaka, Japan.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 31-November 3. At McCormick Place.
* Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio.

JOHANNESBURG: MECHANICAL ENGINEERING EXHIBITION – November 2-19.
Apply, S.E.E. Exhibitions (Pty.) Ltd.. Subsidiary of S.A. Exhibition Organizers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

CLEVELAND: FOURTH NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 14-17.
Apply, Mr. John L. MacLaren, Society of Die Casting Engineers, 19382 James Couzens Highway, Detroit, Michigan.

Foodstuffs, Hotel Catering

NEW YORK: NATIONAL FANCY FOOD AND CONFECTIONERY SHOW – August 14-17.
* Apply, Charles Snitow Organization, Inc., 331 Madison Avenue, New York, N.Y. 10017.

TORONTO: SUPERMARKET SHOW – October 17-20.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TORONTO: DRUG, VARIETY & CONFECTIONERY SHOW – October 17-20.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 7-10.
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, N.Y. 10019.

Furniture, Furnishings, Household Equipment and Hardware

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 11-15.
Apply, National Housewares Manufacturers' Association, 1130 Merchandise Mart, Chicago 111, 60654.

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 15-19.
Apply, The President, The Floor Covering Club of Montreal, 1600 Berri Street, Montreal.

MONTREAL: FALL HARDWARE SHOW – September 12-15.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 10-13.
Apply, Charles Snitow Organization, Inc., 331 Madison Avenue, New York, N.Y. 10017.

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS CONVENTION AND EXPOSITION – December 4-8.
Apply, National Association of Home Builders, 1625 L Street, N.W. Washington, D.C. 20036.

Handicrafts, Fancy Goods etc.

SAN FRANCISCO: GIFT SHOW – August 7-10.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

MONTREAL: GIFT SHOW – August 29-September 1.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: GIFT SHOW – September 26-29.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

Hospital and Medical Equipment

TOKYO: THIRD WORLD CONGRESS OF GASTROENTEROLOGY – September 18-24.
Apply, Daido ad. Center Co. Ltd., Sakae Building, 2-1 Uchikanda 3 Chome, Chiyoda-ku, Tokyo, Japan.

ADDIS ABABA: INTERNATIONAL EXHIBITION OF MEDICAL AND SURGICAL EQUIPMENT – October 24-28.
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Motor Vehicles, Motor Cycles and Bicycles

TOKYO: THE 8TH TOKYO AUTOMOBILE SHOW – Latter part of November.
Apply, Automobile Importers' Association, Mubanchi, Yotsuya 1-Chome, Shinjuku-Ku, Tokyo.

Packaging

TOKYO: INTERNATIONAL PACKAGING SHOW (1966 TOKYO INTERPACK) – September 7-13.
Apply, Japan Packaging Institute, 18 Hachuiman Tori, 1 Chome, Shibuya-ku, Tokyo.

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 29-November 1. At McCormick Place.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois 60603.

Printing and Stationery

TOKYO: THE 15TH PRINTING SHOW – September 15-20.
Apply, Japan Printing & Book Binding Machinery Manufacturers' Association, 7 Higashi Ryogoku 3-Chome, Sumida-ku, Tokyo.

CHICAGO: SCREEN PROCESS PRINTING ASSOCIATION WORLD CONVENTION AND TRADE SHOW – November 9-12.
Apply, Carl D. Soresi, Executive Director, Screen Process Printing Association International, 1145 19th Street, N.W., Washington, D.C. 20036.

Ships and Boats

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 21-24.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

1967—General

ACCRA: FIRST GHANA INTERNATIONAL FAIR – February 1-19.
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box 1747, Ghana.

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20.
* Apply, Tripoli International Fair, Giaddat O Huktar Tripoli, P.O. Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – March 14-27.
* Apply, The Secretary, Witwatersrand Agricultural Society, P.O. Box 4344, Johannesburg.

TOKYO: 7TH INTERNATIONAL TRADE FAIR – April 18-May 7.
† Apply, Tokyo International Trade Fair Commission, C.P.O. Box 1201, Tokyo.

VANCOUVER: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 17-27.
Apply, Agent General, British Columbia House, 1-3 Regent Street, London, S.W.1. (Tel. Whitehall 6857).

WELLINGTON (NEW ZEALAND): THIRD INTERNATIONAL TRADE FAIR – August 17-September 2.
Apply, Secretary (C. W. Halliwell), Wellington Show Association Inc., 7-11 Ghuznee Street, Wellington, N.Z.

1967—Specialized

Chemicals and Allied Industries including Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 30-June 2.
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

CHICAGO: 13TH NATIONAL CHEMICAL EXPOSITION – September 12-15. To be held at Conrad Hilton Hotel.
Apply, American Chemical Society, 86 East Randolph Street, Chicago, Illinois 60601.

Engineering, Radio and Electrical Goods

CHICAGO: PLANT ENGINEERING AND MAINTENANCE SHOW – January 30-February 2. At McCormick Place.
* Apply, United Kingdom Agents: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LOS ANGELES: WESTERN METAL & TOOL EXPOSITION – March 6-10. At the Great Western Exhibit Centre.
Apply, American Society for Metals, Metals Park, Ohio.

NEW YORK: INSTITUTE OF ELECTRICAL & ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 20-24.
* Apply, William C. Copp, 72 W.45 Street, New York, N.Y. 10036.

CHICAGO: TOOL EXPOSITION (ASTME) – April 24-28.
Apply, American Society of Tool and Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan 48128.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – May 1-5.
† Apply, Show Manager, Production Show, '67, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: DESIGN ENGINEERING SHOW – May 15-18. At the Coliseum.
* Apply, United Kingdom Agents, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MELBOURNE: FOURTH INTERNATIONAL ENGINEERING SHOW – August 7-12.
Apply, Industrial Public Relations of Australia, Pty Ltd., 392 St. Kilda Road, Melbourne.

Furniture, Furnishings, Household Equipment and Hardware

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 6-12.
Apply, The President, The Floor Covering Club of Montreal, 1600 Berri Street, Montreal.

Printing and Stationery

MONTREAL: CANADIAN GRAPHIC ARTS SHOW – October 16-20.
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 1-3.
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Scientific, Surgical & Photographic Instruments

NEW YORK: 21ST ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE & EXHIBITION – October 24-27.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London. (Tel. Kensington 1700).

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 11-22.
* Apply, National Association of Engine and Boat Manufacturers Inc., 420 Lexington Avenue, New York, N.Y.

LOS ANGELES: 11TH ANNUAL SOUTHERN CALIFORNIA BOAT SHOW – February 17-26.
Apply, Southern California Marine Association Inc., 630 South Kenmore Avenue, Los Angeles 5, California.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 17-21. At Textile Hall.
Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville, E.C.

Wood and Woodworking Machinery

LOUISVILLE: INTERNATIONAL FURNITURE AND WOODWORKING SUPPLY FAIR – September 17-21. At Kentucky Fair and Exposition Centre.
Apply, National Association of Furniture Manufacturers Inc., 666 Lake Shore Drive, Chicago, Illinois.

Miscellaneous

CHICAGO: MUSIC SHOW – July 10-14. At Conrad Hilton Hotel.
* Apply, Exhibition Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois.

SECTION IV

Trade fairs and exhibitions in the United Kingdom

1966—General

BRIGHTON: 2ND SUSSEX-NORMANDY FAIR AND 20TH SUSSEX INDUSTRIES EXHIBITION – September 17-24.
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton 1. (Tel. Brighton 28070).

BLACKPOOL: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 29-October 1. At Norbreck Hotel.
* Apply, The Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1966—Specialized

Agricultural, Forestry, Fishing, Agricultural Machinery

STONELEIGH ABBEY: ROYAL SHOW – July 5-8.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 12-14. At Permanent Showground.
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York, Yorkshire. (Tel. York 23102).

BUILTH WELLS: ROYAL WELSH SHOW – July 19-21.
* Apply, Mr. J. A. George, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Brecknock. (Tel. Builth Wells 3183).

LONDON: ROYAL DAIRY SHOW – October 25-28. At Olympia.
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903).

LONDON: ROYAL SMITHFIELD SHOW – December 5-9. At Earls Court.
* Apply, Exhibition Manager, Smithfield Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 7-9. At Olympia.
* Apply, Illiffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH: 25TH FLYING DISPLAY AND EXHIBITION – September 5-11. At Royal Aircraft Establishment.
Apply, The Society of British Aerospace Companies Ltd., 29 King Street, London, S.W.1. (Tel. Trafalgar 3231).

Building and Public Works

MANCHESTER: BUILDING TRADES EXHIBITION – October 11-22. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 14-19. At Olympia.
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, W.C.2. (Tel Chancery 1200).

Chemicals and Allied Industries including Plastics

LONDON: INTERNATIONAL REINFORCED PLASTICS EXHIBITION – November 15-18. At Earls Court.
† Apply, Exhibition Organizers Ltd., 3 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

Clothing and Footwear

HARROGATE: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 27-29. At Exhibition Hall.
* Apply, Menswear Association of Britain, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2918).

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 2-6. At Washington Hotel, W.1.
* Apply, Industrial & Trade Fairs Ltd., 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 'SPRING SHOES' EXHIBITION – October 3-6. At Mount Royal Hotel, W.1.
Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W.1. (Tel. Gerrard 5573).

LONDON & PROVINCES: BRITISH FASHION WEEKS (LONDON PRESENTS) – October 9-November 30, London Fashion Week, October 24-31.
* Apply, Mr. A. T. Elvy, Apparel and Fashion Industry's Association and British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 & Langham 3353).

LONDON: 15TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 31-November 3. At Piccadilly Hotel.
* Apply, Mr. A. T. Elvy, Teenage, Infants and Girls Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

Engineering, Radio and Electrical Goods

LONDON: THE TELEVISION AND RADIO SHOW – August 22-26 (Trade only). At Earls Court.
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION AND CONFERENCE – September 12-16. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

MANCHESTER: INDUSTRIAL EQUIPMENT AND SERVICES EXHIBITION – September 12-17. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: 19TH ENGINEERING EXHIBITION – October 18-20. At Royal Horticultural Society's New Hall, S.W.1.
Apply, Engineering Industries Association, 9 Seymour Street, London, W.1. (Tel. Welbeck 2241).

Foodstuffs, Food Machinery, Hotel, Catering

LONDON: BRITAIN'S FOOD FAIR (WORLD'S FOOD AND WINE FESTIVAL) – September 1-17. At Olympia.
† Apply, J. Awdry Esq., Britain's Food Fair, 3 Lygon Place, S.W.1. (Tel Sloane 6117).

GLASGOW: LICENSED HOTEL AND CATERING EXHIBITION – September 12-16. At Kelvin Hall.
Apply, Trade and Technical Exhibitions (Scotland) Limited, 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

BLACKPOOL: NORTHERN CLUB TRADE FAIR – October 18-22. At Winter Gardens.
† Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Furniture, Furnishings, Household Equipment and Hardware

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 6-9. At Exhibition Hall.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

HARROGATE: NORTHERN ANTIQUE DEALERS' FAIR – September 8-15.
* Apply, The Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3, Yorkshire. (Tel. Bradford 23223).

Handicrafts, Fancy Goods, etc.

LONDON: INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 9-24. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION –Open six days Tuesdays, Wednesdays and Thursdays, September 13, 14, 15, and 20, 21, 22. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 8-19. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: WHOLESALE BUYERS' GIFT FAIR – December 11-15. At Mount Royal Hotel, W.1.
* Apply, Trade Promotion Services Ltd., 185/187 High Road, Chadwell Heath, Essex. (Tel. Goodmayes 0175).

Heating and Ventilating

MANCHESTER: NATIONAL DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 13-17. At City Hall.
Apply, Clarke & Rhodes Ltd., 274/278 The Corn Exchange, Manchester 4. (Tel. Deansgate 6541/2).

Hospital and Medical Equipment

LONDON: INTERNATIONAL OPTICAL TRADE FAIR –July 5-8. At Grosvenor House, London, W.1.
Apply, Ophthalmic Exhibitions Ltd., Columbia House, 69 Aldwych, London, W.C.2. (Tel. Chancery 5146).

SCARBOROUGH: ASSOCIATION OF PUBLIC HEALTH INSPECTORS' EXHIBITION – September 20-23. At the Spa.
Apply, Municipal & Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Chancery 1200).

Laundry and Allied Services

LONDON: INTERNATIONAL LAUNDRY, DRY CLEANING & ALLIED TRADES EXHIBITION – July 14-23. At Olympia.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 23-October 1. At Earls Court.
† Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 19-29. At Earls Court.
* Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – November 12-19. At Earls Court.
† Apply, British Cycle & Motor Cycle Industries' Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 3-12. At Olympia.
* Apply, Business Equipment Trades Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

Packaging, Machinery and Materials

LONDON: FOODPACK 66 INTERNATIONAL – October 18-21. At Alexandra Palace, N.22.
* Apply, BPS Exhibitions Ltd., 6 London Street, Paddington, London, W.1. (Tel. Paddington 6672/3).

Ships and Boats

LONDON: SHIPS' GEAR INTERNATIONAL '66 – July 6-12. At Olympia.
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Chancery 1200).

Textiles

HARROGATE: KNITTING AND NEDDLEWORK TRADE FAIR – August 1-4.
* Apply, Knitting and Needle Trade, 222 Strand, London, W.C.2. (Tel. Fleet Street 1253).

Toys, Games and Sports Equipment

LONDON: BRITISH SPORTS TRADE FAIR – November 7-10. At Mount Royal Hotel, W.1.
Apply, A. H. Spink, Esq., The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 7-11. At Alexandra Palace, N.22.
Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: 23RD ANNUAL TRADES EXHIBITION – November 29-December 1. At Alexandra Palace, N.22.
Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 30-December 10. At Olympia.
* Apply, Associated Newspapers Ltd., Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

Miscellaneous

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 21-25. At Russell Hotel, W.C.1.
* Apply, Boosey & Hawkes (Sales) Ltd., Deansbrook Road, Edgware, Middlesex. (Tel. Edgware 5581).

LONDON: INTERNATIONAL CLEAN AIR EXHIBITION –October 4-7. At RHS New Hall, S.W.1.
Apply, Mr. A. Mister, National Society for Clean Air, Field House, Breams Buildings, London, E.C.4. (Tel. Chancery 5038).

LONDON: EXPORT SERVICES EXHIBITION – October 10-14. At Olympia.
* Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1. (Tel. Holborn 5171).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BELFAST: ANNUAL SHOW – May 24-27. At Balmoral Show Grounds.
* Apply, Secretary-Manager, Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 31-June 3.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010).

LONDON: WORLD FISHING EXHIBITION – June 1-7. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 13-15. At Permanent Showyard.
* Apply, The Secretary, Three Counties Show, Malvern, Worcestershire. (Tel. Malvern 61731).

HARROGATE: GREAT YORKSHIRE SHOW – July 11-13. At Permanent Showgrounds.
* Apply, The Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. (Tel. York 23166).

LONDON: ROYAL DAIRY SHOW – October 24-27. At Olympia.
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 4-8.
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 6-8. At Olympia.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Building and Public Works

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 15-29. At Olympia.
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Chemicals and Allied Industries including Plastics

LONDON: 19TH TECHNICAL EXHIBITION – March 13-17. At Alexandra Palace, N.22.
* Apply, General Secretary, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

LONDON: INTERNATIONAL PLASTICS EXHIBITION INTERPLAS '67 – June 21-July 1. At Olympia.
† Apply, The Organizer, INTERPLAS '67, Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Clothing and Footwear

BLACKPOOL: 'AUTUMN SHOES' EXHIBITION – March 14-16.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88, Great Queen Street, London, E.C.2. (Tel. Shoreditch 2071).

LONDON: 'SPRING SHOES' EXHIBITION – October 2-5. At Mount Royal Hotel, W.1.
* Apply, British Footwear Manufacturers Federation, Royalty House, 72 Dean Street, London, W.1. (Tel. Gerrard 5573/5).

Display and Shop Equipment

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 20-23. At Royal Garden Hotel, W.8.
* Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

Engineering, Radio and Electrical Goods

LONDON: LITESHOW '67, THE INTERNATIONAL LIGHTING EXHIBITION – January 23-27. At Olympia.
* Apply, Exhibitions (London) Ltd., 7 Dering Street, London, W.1. (Tel. Hyde Park 1210).

LONDON: DAIRY ENGINEERING EXHIBITION – April 3-7. At Earls Court.
Apply, Trades Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: LONDON INTERNATIONAL ENGINEERING MARINE AND WELDING EXHIBITION – April 25-May 4. At Earls Court and Olympia.
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Some of the 500 overseas visitors from over 40 countries who visited the International Chemical and Petroleum Engineering Exhibition at Olympia, London, on the opening day, June 15, registering at the exhibition overseas reception desk.

LONDON: LIGHTING EXHIBITION – April 25-May 4. At Earls Court.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: RADIO AND ELECTRONIC COMPONENTS EXHIBITION – May 23-26. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: 20TH ENGINEERING EXHIBITION – October 17-19. At Royal Horticultural Society's New Hall.
* Apply, Engineering Industries Association, 9 Seymour Street, Portland Square, London, W.1. (Tel. Welbeck 2241).

Foodstuffs, Food Machinery, Hotel, Catering

LONDON: THE FOOD MACHINERY EXHIBITION – April 3-7. At Earls Court.
Apply, The Trades Markets & Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL REFRIGERATION FAIR – April 3-7. At Earls Court.
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: LICENSED VICTUALLERS FAIR – April 3-7. At Earls Court.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: DELICATESSEN INTERNATIONAL – April 10-14. At RHS, New Hall, S.W.1.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 30-February 3. At Olympia.
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2/3).

LONDON: INTERIOR DESIGN AND CONTRACT FURNISHING, INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERING FAIR – February 27-March 3. At Earls Court.
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

MANCHESTER: EVENING NEWS AND CHRONICLE BRIGHTER HOMES EXHIBITION – February 28-March 18. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 7-April 1. At Olympia.
* Apply, Mr. K. Corney, Associated Newspapers Ltd., Carmelite House, London, E.C.4. (Tel. Fleet Street 6000).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 14-29. At Grosvenor House, W.1.
* Apply, Captain C. S. Platts, ACIS, Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: NORTHERN ANTIQUE DEALERS FAIR – September. At Royal Hall.
* Apply, The Secretary, Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford 3. (Tel. Bradford 23223).

Handicrafts, Fancy Goods, etc.

BLACKPOOL: 18TH INTERNATIONAL GIFTS FAIR – February 6-10.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex. (Tel. Goodmayes 0175/8).

LONDON: 15TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 1-16. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION – TRADEX – Open six days, Tuesdays, Wednesdays and Thursdays, September 5, 6, 7 and 12, 13, 14.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

Hospital and Medical Equipment

LONDON: HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: THE MEDICAL EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

Leather, Leather Goods and Fur

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – January 29-February 2. At Mount Roval Hotel, W.1.
* Apply, Leathergoods, Luggage and Handbag Fair, 9 St. Thomas Street, London, W.1. (Tel. Hop 1582).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: RACING CAR SHOW – January 4-14. At Olympia.
* Apply, Ian H. Smith, Esq., Racing Car Show, 347 Goswell Road, London, E.C.1. (Tel. Terminus 4725).

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 23-30. At Earls Court.
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 18-28. At Earls Court.
* Apply, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

GLASGOW: SCOTTISH MOTOR SHOW – November 10-18. At Kelvin Hall.
† Apply, The Secretary, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12.

Office Machinery and Equipment

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 17-21. At City Hall.
* Apply, Business Equipment Trades Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION, PAKEX '67 – May 22-26. At Earls Court.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Printing and Stationery

LONDON: STATIONERY TRADE FAIR – January 30-February 3. At Olympia.
* Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

Scientific, Surgical, Photographic Instruments, etc.

LONDON: PHYSICS EXHIBITION – April 17-20. At Alexandra Palace, N.22.
* Apply, Institute of Physics & Physical Society, 47 Belgrave Square, London, S.W.1. (Tel. Belgravia 6111).

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 15-20. At Olympia.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 4-14. At Earls Court.
* Apply, National Boat Shows Limited, 31 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

BIRMINGHAM: BIRMINGHAM BOAT AND HOLIDAY SHOW – February 17-March 4. At Bingley Hall.
† Apply, Birmingham Boat Shows Ltd., 167 Garrison Lane, Small Heath, Birmingham 9. (Tel. Victoria (B'ham) 4409).

Toys, Games and Sports Equipment

HARROGATE: INTERNATIONAL TOY FAIR – January 7-12.
* Apply, Mr. G. Wilkinson, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BRIGHTON: 14TH BRITISH TOY FAIR – January 29-February 2. At the Grand and Metropole Hotel and Corn Exchange.
* Apply, J. A. Glanfield, Esq., British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, W.C.2. (Tel. Chancery 9158/9).

LONDON: 24TH ANNUAL AMUSEMENT TRADES EXHIBITION – November 28-30. At Alexandra Palace, N.22.
* Apply,, Mr. J. Singleton, Amusement Trades Exhibition, 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

Miscellaneous

LONDON: STAMPEX – BRITAIN'S NATIONAL STAMP EXHIBITION – April 7-15. At Central Hall.
* Apply, The Philatelic Traders' Society Limited, 27 John Adam Street, London, W.C.2. (Tel. Whitehall 6465/6).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 7-9. At Olympia.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

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Industrial Photographic and Television Exhibition
International Carpet, Linoleum and Floor Coverings Fair
International Watch and Jewellery Trade Fair
International Men's and Boys' Wear Exhibition
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
The Television and Radio Show
Interior Design & Contract Furnishing Exhibition
Irish Food and Drink Fair

In additon, Industrial and Trade Fairs Ltd., are agents for the following Overseas Exhibitions
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Stockholm Technical Fair
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The Furniture Show
International Laundry, Dry Cleaning and Allied Trades Exhibition
The Lighting Exhibition

THE TRADES' MARKETS AND EXHIBITIONS LTD.

The International Dairy Engineering & Food Machinery Exhibition
International Hotel and Catering Exhibition
Brewing, Bottling & Allied Trades' Exhibition
International Bakers' and Confectioners' Exhibition
The Northern Bakers' and Confectioners' Exhibition

PROVINCIAL EXHIBITIONS LTD.

Brighter Homes Exhibition
Industrial Equipment & Services Exhibition
Building Trades' Exhibition
"Do-it-Yourself and Gardening" Exhibition
Food, Cookery and Catering Exhibition
Liverpool "Brighter Homes and Do-it-Yourself" Exhibition
Irish Packaging Exhibition
Northern Reprographic Exhibition

SCOTTISH TRADES' MARKETS AND EXHIBITIONS LTD.

Scotland's Food Exhibition

CURRENT EXHIBITIONS CALENDAR *1966*

IBSAC 66
Industrialised Building Systems and Components Exhibition
May 10 - May 21
Crystal Palace, London.

Northern Reprographic Exhibition May 16 – May 21
City Hall, Manchester.

International Chemical & Petroleum Engineering Exhibition June 15 – June 24
Olympia, London.

The Tel Aviv International Trade Fair June 21 – July 9
Tel Aviv, Israel. (U.K. Agents)

The British Industrial Exhibition – Moscow.
July 8 – July 24
Sokolniki Park, Moscow.

International Laundry, Dry Cleaning and Allied Trades Exhibition July 14 – July 23
Olympia, London.

"Brighter Homes and Do-it-Yourself" Exhibition
August 9 – August 20
St. George's Hall, Liverpool.

The 1966 Television & Radio Show. August 22 – August 26
Earls Court, London.

St. Erik's International Trade Fair
August 31 – September 11
St. Erik's Hall, Lidingovagen, Stockholm. (U.K. Agents)

Northern Floor Coverings Fair
September 6 – September 9
The Exhibition Centre, Harrogate.

Industrial Equipment and Services Exhibition
September 12 – September 17
City Hall, Manchester.

Irish Packaging Exhibition
September 26 – September 30
Main Hall, Royal Dublin Society, Ballsbridge, Dublin.

Stockholm Technical Fair
September 28 – October 4
St. Erik's Hall, Lidingovagen, Stockholm. (U.K. Agents)

Fashion in Footwear Exhibition
October 2 – October 6
Washington Hotel, London, W.1.

Building Trades' Exhibition
October 11 – October 22
City Hall, Manchester.

"Do-it-Yourself and Gardening" Exhibition
November 8 – November 19
City Hall, Manchester.

CONTACT ITF ANYWHERE IN THE WORLD

1967

The 1967 Furniture Show
January 30 – February 11
Earls Court, London

IDEX 67
Interior Design and Contract Furnishing Exhibition
February 27 – March 3,
Earls Court, London.

CARPEX 67
International Carpet, Linoleum and Floor Coverings Fair
February 27 – March 3
Earls Court, London.

IMBEX 67
International Men's and Boys' Wear Exhibition
February 27 – March 3
Earls Court, London.

Brighter Homes Exhibition
February 28 – March 18
City Hall, Manchester.

International Dairy Engineering and Food Machinery Exhibition
April 3 – April 7
Earls Court, London.

Scotland's Food Exhibition
April 11 – April 22
Caird and Marryat Halls, Dundee.

London International Engineering and Marine Exhibition and International Welding Exhibition April 25 – May 4
Earls Court and Olympia, London.

The Lighting Exhibition
April 25 – May 4
Earls Court, London.

PAKEX 67
International Packaging Exhibition
May 22 – May 26
Earls Court, London.

Food, Cookery and Catering Exhibition
September 12 – September 23
City Hall, Manchester.

"Do-it-Yourself and Gardening" Exhibition
November 7 – November 18
City Hall, Manchester.

1968

International Hotel and Catering Exhibition (Hotelympia)
January
Olympia, London.

Brewing, Bottling & Allied Trades Exhibition
April 22 – April 26
Earls Court, London.

Irish Food and Drink Fair
September 7 – September 16
Royal Dublin Society,
Ballsbridge, Dublin.

1969

International Bakers' and Confectioners' Exhibition
September 8 – September 12
Olympia, London.

Representatives of the Group may be contacted through:

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THE BRITISH CHAMBER OF COMMERCE
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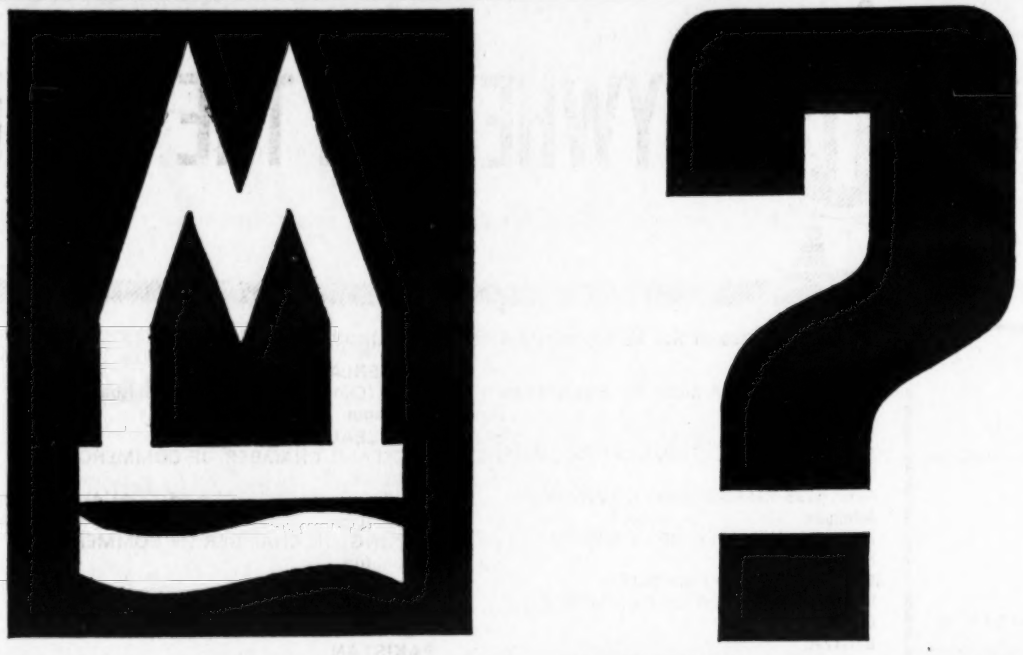

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Hire purchase and other instalment credit business in May

ADVANCES BY finance houses which, after taking into account normal seasonal influences, were at a high level in the first quarter of 1966 and fell back in April, continued downwards in May when new business was 7 per cent lower than in May, 1965. The credit sales of durable goods shops, after allowing for seasonal factors, were at much the same level in May as in March and April and below the level of business just before the tightening of the hire purchase restrictions early this year.

Hire purchase debt owed to finance houses and durable goods retailers rose by £8 million in the month, an increase much in line with that usually expected from seasonal influences.

Finance houses

New credit advanced by finance houses rose between April and May, largely under seasonal factors affecting the demand for credit for cars, but the rise appears less than that which would usually be expected. The decline in new credit as compared with May, 1965, at 7 per cent, was lower than that shown by the corresponding comparisons for March and April but pre-Budget buying, which occurred in both years, makes these figures difficult to interpret.

Finance house debts rose by £11 million in the month but much, if not all, of this rise was to be expected from seasonal influences.

Durable goods shops

The hire purchase and other instalment credit sales of durable goods shops in May were 13 per cent below their level in May, 1965, a slightly smaller decrease than those recorded for March and April. Furniture shops continued to show smaller decreases than the other durable goods shops, among which radio and electrical goods shops recorded instalment credit sales in May 20 per cent below their May, 1965 level.

Debt owed to durable goods shops continued to fall slowly; at the end of May the total outstanding (£337 million including debt owed to department stores) was £15 million below the level a year earlier.

Other instalment credit retailers

The instalment credit sales of this group of retailers, which is dominated by general mail-order houses and general credit traders, continued to expand with a consequential growth in the debt owed to them. Thus the fall of £15 million between May, 1965 and May, 1966 in the debt owed to durable goods shops and department stores was more than balanced by an increase of £22 million in the debt owed to those other instalment credit retailers.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	608	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	71	220	291	237	+54	+30
3rd Qtr.	73	176	249	†239	+10	+ 8
4th Qtr.	91	146	237	†244	— 7	— 1
1966 1st Qtr.	63	182	245	257	—12	+ 8

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.
† Revised figures.

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309							
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28							
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860							
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197							

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	...	...	...	...	...	...	...	...	...	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197							
Other instalment credit retailers*	1964	...	...	...	...	...	...	...	...	...	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173							
Grand Total	1964	...	...	...	...	...	...	...	...	...	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370							

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shop							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)					
																	Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+3	124	+13	111	+ 4	102	+2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	—1	126	+ 2	119	+ 7	107	+4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	117	— 8	117	— 4	109	+1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	— 3	102	+14	113	— 5	93	—21	93	—33	93	— 7
2nd quarter	104	— 2	90	+1	112	— 5	111	+ 2	101	+4	105	— 1	96	+11	106	— 8	89	—15	97	—18	82	—13
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+3	108	— 1	105	+ 7	106	—11	86	—12	91	—14	81	—11
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	—1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6	110	— 6
1966 1st quarter	97	—9	90	— 9	101	— 9	106	— 7	95	—2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
1965 January	107	— 2	108	+7	104	— 8	113	+ 2	103	+8	90	— 8	115	+24	109	— 9	95	—25	90	—37	98	—13
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37	90	— 8
March (a)	108	+ 4	95	+7	115	+ 1	119	+10	93	+4	88	— 3	98	+12	119	+ 2	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	— 4	98	+13	109	— 3	93	—15	99	—20	88	— 9
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+3	106	— 4	96	+11	100	—17	81	—19	90	—22	75	—16
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+4	111	— 2	110	+10	102	—11	83	—17	91	—19	77	—15
August	101	— 6	87	—4	109	— 7	105	— 8	101	+4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19	74	—17
September (a)	111	— 5	100	+3	118	— 8	112	— 8	108	+2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5	91	— 2
October	126	— 3	116	+8	133	— 7	128	— 8	123	—2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3	106	+ 1
November	135	— 1	124	+5	142	— 5	143	— 5	134	+4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5	113	+ 1
December (a)	131	—10	125	+9	135	—11	131	— 4	139	—4	146	— 4	134	— 5	123	—15	119	—14	128	—12	112	—16
1966 January	108	+ 1	104	—4	109	+ 4	117	+ 4	107	+4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	—2	103	— 8	100	— 7	98	+2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	—9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	—7	96	—10	92	—3	92	—17	75	—20	87	—18	65	—23

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other selected kinds of business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104		133		165		95		128	
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189		219		132		164	
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

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Finance houses: new instalment credit extended

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Retailers' stocks in May

STOCKS HELD BY retailers at the end of May were 7 per cent higher than a year earlier, the same increase as the first three months of the year and compared with an increase of 5 per cent in April.

In volume terms, retailers' stocks were 5 per cent higher in May than the corresponding period last year, an increase similar to that of recent months.

Estimate of changes in total retail stocks.

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept	Oct.	Nov.	Dec.
(a) At current prices												
1960.	94	99	102	103	105	104	99	98	102	109	113	100
1961.	98	102	107	109	110	111	108	107	110	117	122	106
1962.	103	106	112	113	116	112	110	110	112	121	127	111
1963.	106	109	116	117	119	116	113	113	114	125	134	117
1964.	115	117	123	125	125	124	118	122	125	133	143	126
1965.	121	124	133	134	136	133	129	133	134	142	152	134
1966.	130	132	143	142	146							
1961.	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962.	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963.	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964.	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965.	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966.	+7	+7	+7	+5	+7							
(b) At constant (Dec. 1960) prices												
1960.	95	100	103	105	106	105	100	99	102	109	113	100
1961.	98	102	106	107	109	109	106	104	107	113	118	103
1962.	100	102	108	109	110	107	105	104	106	114	120	104
1963.	100	103	110	110	112	110	107	106	108	118	126	110
1964.	108	109	114	116	115	114	109	113	115	122	130	115
1965.	110	112	121	121	123	120	116	120	120	128	137	120
1966.	116	118	127	126	129							
1961.	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962.	+1	Nil	+2	+2	+2	−2	−2	−1	−1	+1	+2	+1
1963.	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964.	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965.	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966.	+6	+5	+5	+4	+5							

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1966, prepared by the Ministry of Commerce is 150 (1958=100). This is the same as for March 1966, and 8 points higher than for April 1965.

The index numbers for the main industrial groups for April 1966, with the increase or decrease on April 1965, shown in brackets are: textiles 147 (+16 points); clothing 128 (+2); engineering and metals 124 (+18); food, drink and tobacco 120 (+2); timber and furniture 120 (−9); other manufacturing industries 328 (−); construction 158 (−12); gas, electricity and water 189 (+31).

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in April was 12 per cent higher than the previous year, compared with increases of 8 per cent and 1 per cent in March and February respectively.

Food shops and clothing and footwear shops showed increases of 14 per cent and 2 per cent respectively on a year earlier, while household goods shops showed no change on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
1965 April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for May

Unit value index numbers of imports and exports (Table 1)

IN MAY the import and export unit value indices and the terms of trade were unchanged from the April levels of 110, 112 and 102 respectively (1961=100).

Although the overall import unit value index recorded only a marginal increase, the index for the food, beverages and tobacco class of goods rose by 1 per cent (2 points in the rounded index) caused mainly by a rise in the average value of imported bacon; the basic materials index also increased by ½ per cent. There were offsetting falls of 1 per cent in the fuels index and ¼ per cent in the manufactured goods index, the latter mainly due to lower average values for imported copper.

There was no change in the overall export unit value index. A marginal increase in the index for manufactured goods (recorded as a rise of one point in the rounded index) was offset by a fall of 1 per cent in the non-manufactured goods index. Within the manufactured goods class there were rises of ½ per cent in the machinery and transport equipment index, 1 per cent in the metals index and 1½ per cent in the textiles index; these increases were partly offset by a fall of 1 per cent in the other manufactured goods index.

Volume of imports and exports (Table 2)

Imports have continued at the higher level reached in recent months. In March to May, the latest three monthly period, their volume on a seasonally adjusted basis was very little changed (a fall of under ½ per cent) from that of the previous three months. Although the volume of imports of manufactured goods, both semi- and finished manufactured goods, again increased, the continued decline in imports of food, beverages and tobacco, together with reduced imports of basic materials and fuels, more than offset this rise.

The rise in the volume of imports or manufactured goods in the latest three months amounted to rather more than 2½ per cent, a slightly lower rate of growth than in earlier months, but continuing the marked expansion which began earlier this year after the period of little movement in the latter half of last year. Imports of semi-manufactures rose by 3½ per cent and imports of finished manufactures by nearly 1½ per cent in the latest three monthly period. The volume of imports of fuels was 2 per cent less in March to May than it had been in the previous three months when, however, fuel imports had been especially high after the low levels of last autumn. After a resumption of growth earlier this year, the volume of imports of basic materials began to decline in the latest three months, and was nearly 2 per cent lower than in the previous three monthly period.

By value, exports have continued to increase, though rather more slowly than the rapid increase in the second half of last year. In the latest three months, in volume terms, however, there has been a fall of nearly 2 per cent (on a seasonally adjusted basis) in total United Kingdom exports compared with the previous three months. The reduction was mainly confined to exports of manufactured goods, but there was also a further fall in the volume of basic materials exported. Partly offsetting these reductions were increased exports of food, beverages and tobacco and of fuels.

The fall in the volume of exports of manufactured goods amounted to just over 1½ per cent in the latest three months. Some exports in this group did increase, however. Chemicals were nearly 2 per cent more, continuing the growth which recommenced recently after little change at the beginning of the year, and the volume of exports of machinery and transport equipment was 1½ per cent higher, with especially high deliveries of ships and aircraft. Outweighing these rises, were more marked decreases in exports of some other manufactured goods. The volume of exports of textiles and metals continued to fall (by nearly 5 and 7 per cent respectively) in the last three months, and there was a particularly large reduction in the 'other manufactured goods' category (7 per cent) mainly because of lower exports of precious stones (an erratic series): these had been high in the earlier period.

Exports of non-manufactured goods were nearly 2 per cent more in volume in the latest three months than they had been in the previous three. Within this category exports of food, beverages and tobacco continued at a somewhat slower rate, an expansion which developed in the second half of last year, and exports of fuels again increased with a 4 per cent rise in the latest three months, but there was a further decline in the volume of exports of basic materials.

Note: This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Gold reserves in June

HM TREASURY announce that the gold and convertible currency reserves fell by £49 million during June to stand at £1,170 million at the end of the month. There was some recourse during the month to the swap facility with the Federal Reserve Bank of New York.

Containerized freight is fast becoming a major feature of the trade of Southampton Docks where a £60 million extension project is proposed to be commenced later this year. Some 20,000 containers were handled through the docks last year, and the above photograph shows 20ft. x 8ft. x 8ft. containers from the United States being discharged to road trailers.

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United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	Imports					Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights. . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
1964 January . .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January . .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January . .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	Imports					Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
1965 May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*101*	*112*	*120*
2nd quarter	*120*	*102*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*125*	*138*	*109*	*110*	*109*	*129*	*104*	*103*	*104*	*121*
4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
1965 May	*125*	*99*	*110*	*142*	*152*	*113*	*116*	*113*	*126*	*103*	*108*	*109*	*127*
June	*118*	*99*	*106*	*138*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*141*	*143*	*124*	*128*	*123*	*135*	*111*	*121*	*120*	*131*
August	*126*	*118*	*109*	*133*	*145*	*116*	*114*	*116*	*126*	*99*	*109*	*116*	*126*
September	*119*	*103*	*107*	*125*	*139*	*115*	*136*	*112*	*130*	*108*	*107*	*110*	*109*
October	*120*	*103*	*106*	*135*	*141*	*116*	*122*	*116*	*131*	*104*	*112*	*115*	*120*
November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*126*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*
April	*123*	*98*	*100*	*155*	*152*	*120*	*131*	*119*	*133*	*100*	*103*	*116*	*146*
May	*127*	*103*	*102*	*160*	*154*	*122*	*132*	*121*	*140*	*94*	*104*	*126*	*120*

Registration of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, July 1, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Behind the Veil	Br/E 31467	21	June 27	United Artists Corp. Ltd.	Clarendon Productions Ltd.
The Lovers' Knot	Br/E 31468	19	June 27	" "	" "
Reflections on Love	Br/E 31469	21	June 27	" "	" "
The Tender Touch of Love	Br/E 31470	20	June 27	" "	" "
The Runaway	Br/E 31471	62	June 28	Columbia Pictures Corp. Ltd.	Luckwell Productions Ltd.
Look at Life Series 30: *Topping Out*	Br/E 31474	9	June 30	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 599/611: *Pathe Pictorial No.* 602	Br/E 31475	8	June 30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-51	Br/E 30967	8	June 30	" "	" "
Pathe News 66-52	Br/E 30968	8	June 30	" "	" "
Movietone News 1933	Br/E 30881	7	June 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1933A	Br/E 30882	9	June 30	" "	" "
Mining Review No. 11 – 19th Year	Br/E 31476	11	July 1	Data Film Distributors Ltd.	National Coal Board
			FOREIGN		
How to be a Spy without Even Trying	F 31466	83	June 27	E. J. Fancey Productions Ltd.	Les Films de la Licorne, Paris, and Italgamma, Rome.
Intimacy	F 31472	84	June 29	Gala Film Distributors Ltd.	Victor Stoloff Productions
The Ravishing Idiot	F 31473	99	June 29	" "	Productions Belles Rives, Paris.
Paradise Hawaiian Style	F 31477	91	July 1	Paramount Film Service Ltd.	Hal B. Wallis and Joseph H. Hazen.
Slave Trade in the World Today	F 31478	80	July 1	Eagle Films Ltd.	G.E.S.I. Cinematografica and C.I.A.S., Rome and Les Films Agriman, Paris.

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Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

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Exhibitions and Fairs

British Industrial Exhibition, Moscow, will sell hard

It is now five years since the last British Industrial Exhibition in Moscow. Today, July 8, Mr. Douglas Jay, President of the Board of Trade, is opening the second exhibition of this kind. In the words of Sir Robert A. Maclean, chairman of the Association of British Chambers of Commerce, the sponsors, the exhibitors 'are going as a hard-selling team bent on doing their utmost to convince the Soviet buyer that we can supply him with what he wants'.

Mr. Ian Trafford, Director General of the British Industrial Exhibition in Moscow, shows a model of the exhibition to Mr. V. L. Rodnov, head of the USSR Trade Delegation to Britain (centre) and Mr. J. B. Scott of the London Chamber of Commerce.

THE BRITISH INDUSTRIAL EXHIBITION in Moscow, which will be opened today, July 8, by Mr. Douglas Jay, President of the Board of Trade, is Britain's largest single export undertaking for the year 1966. Over 500 companies are spending an estimated £2 million on the exhibition, where over £2¼ million worth of some of the finest products of British industry will be on display. The exhibition is sponsored by the Association of British Chambers of Commerce, the Russo-British Chamber of Commerce and the Confederation of British Industry and organized by Industrial and Trade Fairs Ltd., with the support of the Board of Trade.

This exhibition has one purpose only – to increase British exports to the Soviet Union. It is a commercial exhibition designed to appeal to the Soviet Foreign Trading Corporations, to the technical institutes, to the factory managers and also to the Soviet public who, it is hoped, will visit the exhibition at the rate of at least 25,000 a day.

There will be over 4,000 freight tons of Britain's most advanced types of plant, machinery and instruments in Sokolniki Park, Moscow, and it is hoped that Russian visitors – and indeed others from Eastern Europe – will examine it all very carefully.

Careful planning

A great deal of careful planning has gone into the selection of exhibits. The USSR Chamber of Commerce, which has given every possible assistance in this pre-planning, supplied Industrial and Trade Fairs with extremely detailed lists of the types of products their specialists were interested to see – 282 closely typed pages of them, naming hundreds of companies and trade names individually. These lists were translated, collated and sorted into categories of possible exhibits, then printed and distributed to several thousand companies in the different industrial classifications. This has been most helpful in assisting British companies to assess the potential market and to decide which products to show.

The result is that the exhibits on display are on this occasion as closely geared to the requirements of the market as possible.

The sectors of British industry most strongly represented are textile machinery, electrical engineering and electronics and machine tools, though companies manufacturing a wide range of engineering and chemical plant and equipment, processing and packaging machinery, vehicles and construction equipment, are also participating on a considerable scale. Although capital goods predominate many companies manufacturing consumer goods, in which the Soviet authorities have expressed interest, are also taking part. Among these are manufacturers of clothing and footwear, domestic hardware and toys, musical instruments and cosmetics.

To mount such an exhibition in Moscow is a considerable exercise in logistics. All the standfitting and display materials have been prefabricated in the United Kingdom and erected on site almost entirely by some 160 British carpenters, electricians, painters, signwriters and other specialist craftsmen working from dawn to dusk. Five hundred and twenty tons of stand-fitting materials were ferried to Gothenburg and driven by road to Moscow in 26 giant intercontinental ferry trailers.

Both BEA and Aeroflot have run a large number of special flights from London to Moscow to transport the 1,300 stand personnel, and by arrangement with Intourist, the Soviet travel and hotel organization, an extremely complex plan of hotel allocations has had to be devised by Industrial and Trade Fairs and the consortium of six travel agents who have combined their resources to control the operation.

Other problems included the provision of 1,700 separate items of furniture; the building, equipping, and provisioning with 15 tons of food from the United Kingdom of a British restaurant within the exhibition halls which will serve 20,000 meals during the exhibition; and the operation of a bus service to transport well over 1,000 passengers a day between their hotels and Sokolniki Park.

In a different, but equally important, category falls the task of ensuring that the right people come to see the exhibition and meet the exhibitors, so that technician can talk to technician and director to director against the background of the product itself. To this end, advertisements have been placed in special Soviet trade and technical journals, posters have been displayed in the leading cities of the USSR and individual invitations sent to the leading organizations of Government, science and industry both nationally and regionally throughout the Soviet Union.

Several weeks ago, some 15 tons of the 400-page exhibition catalogue were distributed under the auspices of the USSR Chamber of Commerce to a similarly wide list of specialists, so that they had plenty of time to appreciate the scope and extent of the effort British industry was making.

A total of 62 technical lectures will be given during the exhibition by some of our most distinguished industrial scientists and technologists to individually invited audiences of Soviet specialists, both in the exhibition and in a number of technical institutes in the centre of Moscow. The importance of gatherings of this stature as a means of stimulating the interest of top-class audiences in British products can hardly be overestimated. A 20-hour film programme will also be shown in the exhibition cinema.

Business discussions with exhibitors

Perhaps most important of all, the USSR Ministry of Foreign Trade has set up in the exhibition grounds an office with a staff of 50 people drawn from the various Foreign Trading Corporations with the sole purpose of conducting business discussions with exhibitors. Within the exhibition itself a large scale Trade Information Centre will be staffed by seven representatives of the organizations sponsoring the exhibition in close collaboration with the Commercial Section of the British Embassy which will be represented at the exhibition at all times to advise and assist British exhibitors on any commercial problem which may arise.

CoID Design Centre show for tourists

THE biggest exhibition ever arranged in the Design Centre for tourists opened on July 4. Called 'Shopping in Britain', this colourful display shows holiday makers and business visitors a range of some 300 well designed and reasonably priced modern items suitable as presents or momentoes, ranging from jewellery to bed linen, toys to lampshades. The exhibition will remain open until September 3.

Milan retailers report stimulus of British Week

GROWING INTEREST in British consumer products in the North Italian market is shown by a survey that has been recenty conducted by the British Consulate in Milan among Milanese retailers who took part in the British Week organized by the Board of Trade in co-operation with the Export Council for Europe last October.

Britain's trade with Italy in the second six months of last year, which included the buying-in period for the British Week, showed an increase of 22 per cent in exports of consumer goods compared with the previous year, representing a total of over £1½ million, according to figures released by the British Embassy in Rome.

Individual retailers and buyers were interviewed by staff from the Consulate and most reported increased interest in British products and many had placed considerably higher repeat orders.

Menswear shops in particular reported greater demand for British lines as a result of the British Week Commendatore Guglielmo Miani, proprietor of several menswear shops in Milan, stated that he had sold much more during the Week than normally and had had to order more than 1,000 suits, overcoats and raincoats to replenish exhausted stocks. 'Since the British Week my sales of British goods have been higher than before – especially in ready-to-wear clothes – as a result I am now having to enlarge my main shop,' he said. Commendatore Miani praised the co-operation of British manufacturers and added that the National Wool Textile Export Corporation's promotion (whereby customers selected cloth in the central display for making up by local tailors) had resulted in many valuable new customers.

Signor C. Maffioli, manager of Magazzini 'Al Duomo', a leading menswear shop, described British Week as a great success. 'It brought into my shop a lot of new customers, most of them, unlike my usual clients, without any pre-conceived preference for British products and the increase in trade has continued since. Where I used to order a dozen British raincoats I now order 100. The British ready-made suits were among the most successful items during the British Week, and they still are. I am also ordering from British makers not so well known in Italy and I find that their prices attract a new range of customers.'

Retailers in other fields of merchandise reported increased and continuing sales. Conte Odazio sales manager of the important Richard Ginori china shops in Milan, commented that British Week had served to extend their clientele and introduce a wider range of British merchandise. 'It is certain', he added, 'that the British Week has created a general interest in British products and that these are gaining wider classes of customers.' Another retailer of hardware claimed a significant increase in new customers and had discovered a demand for several lines not previously stocked. He regretted, however, that British manufacturers had not exploited the occasion more by offering a discount for the Week, a practice which is normal in Milan for a sales promotion on the scale of the British Week.

Sir Ralph Perring (right) vice-chairman of the Committee for Exports to Canada is seen presenting a bronze plaque, on behalf of the Board of Trade, to Mr. Ken Jones, merchandise manager of the western division of the T. Eaton Company, Canada. The plaque commemorates the successful British store promotion held by Eaton's Winnipeg store in September 1965. This promotion was one of a series held in 30 branches of Eaton's throughout Canada in the autumn of 1965 under the title 'Great things from Britain'. It is estimated that Eaton's western division alone purchased an additional 300,000 dollars worth of British consumer goods.

British exhibitors at Poznan fair

THE 35TH POZNAŃ International Fair took place between June 12 and 26, 1966. Forty-nine countries took part in the fair and there were about 2,600 exhibitors in all. Of these 61 were British.

As is customary the British exhibition was centred on a collective display in two halls at one end of the fair ground, and an outside area. This year for the first time the fair authorities organized a separate exhibition for motor cars and for printing machinery and five British companies took part in these.

British Day was celebrated with a reception on June 17 given jointly by the British Ambassador and the British exhibitors. Sir Richard Powell, the Permanent Secretary of the Board of Trade, visited Poznan for the occasion. During the fair the British exhibits were also visited by a number of Polish Government delegations, including the President of the Council of State, Mr. Edward Ochab, the Prime Minister, Mr. Józef Cyrankiewicz, a number of Deputy Premiers, the Minister and Vice-Ministers of Foreign Trade, the Minister and Vice-Ministers of Heavy Industry, and numerous managing directors and directors of Polish Foreign Trade Enterprises, industrial combines and other organizations. In addition the British display was visited by several delegations from neighbouring countries in Eastern Europe.

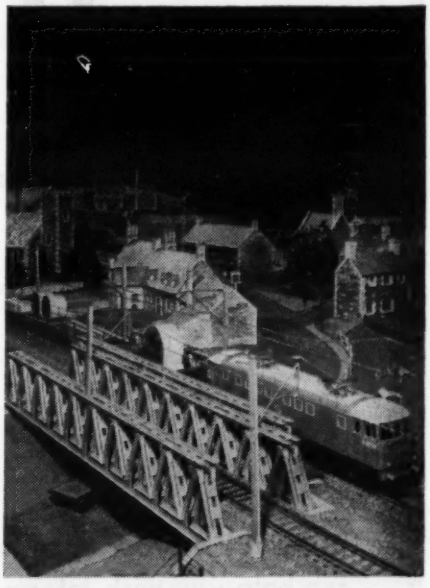
The most important single event which took place during the fair, from the point of view of Anglo-Polish trade, was the signature of an agreement between K & L Steelfounders and Engineers Limited (a member of the 600 Group) and the Polish Foreign Trade Enterprise Polimex. This agreement, worth more than £5 million, provides for co-operation between the two organizations for the manufacture of Jones Cranes in Poland. The Leyland Motor Corporation displayed on their stand the largest of the Leyland diesel engines which are to be manufactured under an agreement with the Polish Foreign Trade Enterprise Motoimport. The Leyland exhibits were the subject of especial interest on the part of the Polish Ministers visiting the fair.

British exhibitors generally were satisfied with the fair and with the numerous business inquiries received. Commercial inquiries at the Board of Trade stand alone were double the number received in previous years. This figure marks the rising trend in exports from the United Kingdom to Poland, which this year (unless affected by the shipping strike) are expected to show an increase of the order of at least £10 million (40 per cent).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).



A working model measuring 12 ft. 6 in. x 6 ft. 6 in. presenting many of the activities of the British Insulated Callender's Construction Company Limited, was on display in the British section in the Zambia Trade Fair in Ndola July 1-4. The British exhibit which was arranged by the Central Office of Information for the Commonwealth Relations Office had as its theme 'Britain Sets the Pace in Transport'. In the BIC Construction Co. model an electric railway with high voltage a.c. overhead equipment ran through a landscape which embodied an overhead transmission line on steel towers, a secondary transmission line on PU (Painters Universal) poles and low voltage distribution on wood poles. In a village, power cables were being installed, while at another site a high TV mast was under construction. Other structures shown are a floodlighting tower and Callender-Hamilton unit construction bridges. All items are to scale.

BRITISH WEEK IN LYONS

21–30 October 1966

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Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.

Export Council for Europe, 27, Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e.

British Week Office, 24, Rue Childebert, Lyon 2e.

International tableware exhibition at Paris

THE 6th Salon International des Industries et Arts du Feu was held at the Porte de Versaille, Paris from June 19-24.

The exhibition, which covered an area of 12,000 sq. metres, has continued to gain international popularity and 165 exhibitors displayed, in smartly prepared boutiques, a glittering selection of finest crystal, glassware, fine china and pottery to suit all tastes.

The international character of the exhibition was maintained by the presence of firms from 11 European countries, which made up over one quarter of the total number of exhibitors. West Germany was the principal foreign participant with 16 firms, followed by the United Kingdom with 11 firms, and Belgium five. Other countries represented were Finland, Denmark, Monaco, Italy, Spain and Czechoslovakia. Most British participants reported an increase in the number of inquiries compared with last year, mainly from Belgium, Switzerland, Italy, Spain and Portugal, whilst there was a drop in the number of inquiries coming from France.

As in previous years the British manufacturers were taking part in the Joint Venture scheme with financial assistance from the Board of Trade. Eight of them were members of the British Pottery Manufacturers Association, who were active in this exhibition for the fourth year running, and three were members of the British Glass Manufacturers Federation who were represented for the third time.

The British Ambassador and Lady Reilly made an extensive tour of the Salon and learned with satisfaction of the continuing success of British firms in selling to the Common Market in the face of increasing competition from member countries who enjoy the advantage of much lower rates of customs duty.

In 1965 British glass, pottery and china exports to France were maintained at the 1964 level and represented about 6 per cent of the total French imports in this field.

On a warning note, however, some agents made it clear that British manufacturers must try to peg their export prices if they want to retain their hard-earned share in these markets. Excessively long delivery periods were also quite a serious handicap in some cases.

As one British pottery manufacturer commented: 'The market is there, it is a question of being able to produce enough to meet the demand'. Encouraged by remarks such as this, it is hoped that more members of the British manufacturers' Glass and Pottery Federations will take advantage of the financial assistance offered by the Board of Trade 'Joint Venture' scheme to show off their products in this first-class 'international shop window' next year. Particulars of the scheme can be obtained from the Federation or from the Overseas Trade Fairs Directorate of the Board of Trade.

Mr. S. L. Edwards, HM Minister (Economic), from the British Embassy, Bonn (centre), with Mr. D. A. Robinson of the National Wool Textile Export Corporation and Mrs. D. M. Love, of the Silk and Man-made Fibre Users' Association, on one of the 60 British stands at the Spring Interstoff held recently in Frankfurt.

Bavarian store's 'British fortnight'

'VERY HARD WORK but thoroughly justified in terms of trade in general and sales of British goods in particular.' This comment was made by one of the partners of Modehaus Sallinger, a leading department store in the Bavarian town of Straubling, following their recent and highly successful 'British Fortnight'.

From the start the promotion brought in the crowds. Some goods that had been specially imported from Britain were an immediate success and demand for them remained so high throughout the fortnight that they are to be re-ordered as stock items. Among the British goods on sale were: ladies' fashions, costume jewellery, textiles, leather goods, blankets, furnishing fabrics, liquor, men's and children's clothing, jams and biscuits.

When Herr B. Spitz, one of the directors of Modehaus Sallinger, approached the British Consulate-General in Munich in October 1965 for assistance and advice on his scheme to stage a British Fortnight, it was immediately apparent that this was to be an unusual example of British export promotion in Bavaria. This was the first time that a purely commercial promotion had been planned for a small Bavarian town. Straubling, close to the Czech border and some 80 miles north east of Munich, was an ideal choice because of its excellent modern shopping facilities and prosperity as a centre for the surounding rich farming area.

Herr Spitz also visited Britain where most useful appointments were made for him through the British Weeks and Store Promotion Directorate of the Board of Trade in London, who were also able to supply a considerable quantity of display material. Other assistance and material were given by the Design Centre in London, the British Consulate-General in Munich and the British Travel Association through its offices in Frankfurt.

The store was decorated throughout its three floors with British posters, flags, and other material, and its windows were dressed to a high standard with British goods, backdrops and motifs. The General Post Office in London lent a historical display of British stamps and there was also an exhibition of bank notes provided by Scottish banks. A different menu of British dishes was put on each day by the store's restaurant, which also featured a 'British pub' where only British beers and spirits were on sale. Special sales points were set up in each department to feature different lines of goods. The promotion was well publicized through supporting full-page advertisements in the local daily paper.

The Modehaus Sallinger promotion illustrates how successfully British consumer goods can be promoted in a small country town. Essential ingredients to success are an enthusiastic store selling a wide range of good merchandise, the ready co-operation of the various British government agencies and a prosperous clientele. This mixture in Straubling provided an unqualified success which has undoubtedly contributed significantly to an increased demand for British goods.

Sir Patrick Reilly (left), British Ambassador in Paris, visiting the stand of EKCO Plastics Ltd., at the recent Europlastics Salon, Paris.

British Industrial Exhibition, Mexico

THERE WILL BE NO 'FRILLS' about the British Industrial Exhibition to be held in Mexico in October, Mr. W. P. N. Edwards, managing director of British Overseas Fairs, told journalists at a Press conference in Mexico City. The aim was merely to show some of the latest machinery and equipment, apparatus and components.

But Mr. Edwards promised a 'magnificent' display of a wide cross-section of some of our very latest and most advanced capital equipment and producer goods. We would be displaying the very things which in the main Mexicans did not yet make themselves but which they needed for increasing the productivity of their existing industries or for the establishment of new industries.

Machine tools would be the biggest single section in the Exhibition and all the great names in British machine tools would be there demonstrating the performance of their machines to potential users. Textile machinery would be another important section and there would be a wide range of other machinery and other kinds of mechanical engineering equipment.

In view of proposals now under discussion in Mexico for building a nuclear power station coupled with a desalination plant, Mr. Edwards was particularly pleased to announce that the United Kingdom Atomic Energy Authority were to have a large exhibit of their own. Two thirds of all land-based desalination capacity, including the world's biggest sea water distillation plant at Kuwait, had been built by British industry and Britain had unrivalled experience in the generation of electricity from nuclear power.

The Exhibition will be preceded on October 18 by a one-day conference of Mexican and British businessmen under the auspices of the British-Mexican Businessmen's Committee. The British side would be led by Sir William McFadzean, chairman of the Exhibition and of the British National Export Council, and the Mexicans by Don Edmundo Stierle. There would also be a reunion of more than 40 Mexican engineers who had come to Britain as FBI (now CBI) scholars.

Overseas Trade and Exports

The Italian market for hand tools and engineers' small tools

by J. S. Rooke, C.M.G., O.B.E., Counsellor (Commercial) British Embassy, Rome

THE BRILLIANT PROSPECTS for rapid economic growth which still brightened the Italian scene in 1963 were very much dimmed the following year, and by 1965 had faded into the background. The recession which hit Italian industry following the disinflationary measures taken by the Italian Government in 1963 persisted well into 1965, and the engineering industries were one of the principal victims. Domestic demand for investment goods was depressed; industry was only able to keep going by stepping-up exports, which increased by nearly 20 per cent. But the latter half of last year and the beginning of 1966, the production of investment goods in general, and the engineering industries in particular, was picking up again, and the sharp fall in imports of engineering goods had levelled out. There was a particularly vigorous spurt in the output of the car industry. At the same time the volume of building projects in hand was beginning to climb again after a drop of over 7 per cent in the number of dwellings constructed in 1965. (There has been a heavy infusion of public funds into the building industry, particularly for hospitals, schools and low-cost housing in Southern Italy.) Whilst it is unlikely that the phenomenal rate of industrial expansion of the boom years 1959-1962 will ever be resumed, the low point of the depression seems to have been passed about the middle of last year and the trend is once again upwards. It seems appropriate, therefore, at this particular time to review the Italian market for hand tools (including engineers', carpenters' and agricultural tools).

One of the most damaging effects of the recession on Italian industry has been the sharp drop in new investment during the last two years. This was about 8 per cent in 1965, but the fall in productive investment was unofficially estimated at 20 per cent; the cut-back in profit margins and the difficulty of raising medium-term finance on acceptable terms meant that Italian industrialists found it difficult to meet even normal amortization costs. Fears have been expressed that the country as a whole has been living on its capital, and that unless outdated equipment is rapidly replaced, the competitive position of Italian industry in foreign markets will suffer. Moreover, Italian industry is now also having difficulty in obtaining all the trained workers it needs, and in the North, particularly, labour costs are as high as, if not higher, than those in most industrialized countries of Western Europe. The urgent need to replace outdated plant as soon as possible and substitute mechanical aids for high-cost labour should make the purchase of modern tools and machinery one of the first charges on the resources of Italian industry as it pulls out of the recession.

Heavy industrial centres

The main centres of heavy industry in Italy are in the Milan-

Thirty Italian buyers of hand tools and hardware spent a week touring Sheffield tool firms during June. The party is seen here outside the works of Slack, Sellars and Co. Ltd., where they were shown advances in mechanization and automation in saw making.

Turin-Genoa triangle. Here the industrial complex covers motor vehicle manufacturing, shipbuilding, electrical and general engineering. The steel industry is more widely scattered. Apart from the mills in the North, there are other important establishments at Piombino (South of Leghorn), Naples and Taranto, where Italy's biggest steel mill is located. The oil refining and petro-chemical industries are also not confined to the North: there are important plants at Ravenna, Brindisi, Naples and in Sicily. The domestic tool-making industry itself is highly developed, comprising about a dozen or more large undertakings producing a wide range of tools both for the home and export markets, as well as numerous smaller and artisan firms, many producing specialist tools for craftsmen. Italian production of interchangeable tools for machines alone was estimated in 1962 at £21 million; the production of other types of tools was at least as high.

Total Italian imports of hand tools amounted in 1964 to just over £10 million, a drop of £3½ million from the peak figure reached in 1963. In 1965 they were running at a substantially lower figure because of the reduced level of industrial activity. The principal foreign supplier is West Germany, followed by the United States, Sweden, and then the United Kingdom. French competition is increasing, but there is as yet little evidence of competition from Japan or Hong Kong. Almost 50 per cent of imports are made up of interchangeable tools, machine tools and power-operated hand tools for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, and screwdriving. The best British market to date is in the sector of interchangeable tools.

Main selling obstacle

The only obvious obstacle to selling is the Italian external tariff which at present averages about 16 per cent *ad valorem*, but which will eventually be reduced to about 13 per cent when the Common External Tariff of the Common Market countries takes effect. West Germany, of course, benefits from the lower internal tariff of the Common Market, at present averaging from 6 per cent-7 per cent *ad valorem;* Germany will be at a still greater advantage when internal tariffs within the Common Market are abolished altogether. In addition to import duty, imported tools also have to pay the equalization turnover tax*, which is levied on imports from all sources, as well as the IGE tax (at present 4 per cent) paid at the time of import and on subsequent resales. The equalization turnover tax and the IGE tax are both levied on the gross landed value (which includes customs duty and an administration tax of about 1 per cent). However, the cumulative price increase resulting from the payment of import duty and taxes, is not the main hurdle which the British exporter has to surmount. Rising prices in Italy and in the Common Market generally have made British tool prices in the main competitive with domestic and other foreign prices, despite the incidence of customs duty and taxes. Italian industrialists have a high opinion of the quality of British tools and are very ready to buy when they can be shown to be technically superior to domestic or other foreign products.

We often have difficulty in meeting the high standards set by Italian industrial design. Italian hand tools are functional, attractive in appearance and colourful. Italians have a keen eye for good styling and finish, and their choice will often fall on the better designed product, even though another similar tool may be slightly superior technically. The principal failing of British firms, though not by any means of all, is to send out catalogues showing only British units of measurement and price lists in sterling, generally on an ex-works basis. BSW, BSF, BA, NC, UNC, NF, UNF, and BSF thread series, whilst known by some Italians, are not generally used and are meaningless even to many people in the trade. The metric thread series (SI French and DIN) are used throughout Italian industry. An Italian agent's path is greatly eased if trade literature is printed in his own language, prices are shown in lire, and measurements in the metric system. The average Italian businessman has neither the time nor experience to calculate from an ex-works price the cost of tools delivered to his works.

(*Continued on next page*)

* On the products under review, the equalization turnover tax is 7.5 per cent for tariff items (Brussels nomenclature), 82.02 and 82.05, 6.6 per cent for tariff items 82.03, 82.04 and 85.5 and 6.3 per cent for tariff item 84.49.

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The Italian market for hand tools, *continued*

With industry and commerce centred in the North of Italy, most foreign tool manufacturers find it to their advantage to appoint a main agent in Milan or elsewhere in that area, who imports and carries stocks for his own account and distributes through a network of subsidiaries. Regional sub-agents, often trading as wholesalers, need to carry stocks of those tools in general demand. Direct business from large industrial concerns, in particular the motor vehicle industry, municipal transport, electricity, gas and water undertakings, the Italian State Railways, Alitalia, Government Departments and shipyards, etc., is normally handled by the main agent on a commission basis, orders being delivered and invoiced directly to the customer, who attends to clearance formalities and is responsible for payment of duty and taxes. Main agents working on a commission basis normally require 10 per cent, while agents importing for their own account, normally mark up duty-paid prices by 25 per cent.

Conclusion

The reputation of British hand tools is well established on the Italian market. Italian industry is once again moving into a phase of expansion which should stimulate the demand for hand tools in general. Careful attention to design, the presentation of catalogues and prices and to the organization of sales and servicing in Italy should secure for British industry a larger share than hitherto of this re-activated market.

Morocco and Austria

THE MOROCCAN *Bulletin Officiel* of June 1, 1966 announced the renewal, for a further year from April 1, 1966, of the trade agreement of 1958 between Morocco and Austria. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Baily, London, E.C.4. (Tel. City 5757, Ext. 461), quoting reference CRE 7940/G.

Hints to businessmen visiting Ethiopia

A REVISED EDITION of the booklet on Ethiopia has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

Chrysler Australia Ltd.:
(127/66) Air Compressors. Closing date not known. E.S.B. 24231/66.*
(127/66) Mould Sand Mixers. Closing date not known. E.S.B. 24233/66.*
Electricity Commission of New South Wales:
(125/66) Wave Traps. (Further Information.) Closing date postponed to August 1. E.S.B. 21352/66.*
(126/66) Transformers. August 8. E.S.B. 24296/66.*
(128/66) Transformers. August 8. E.S.B. 25013/66.
(124/66) Power Equipment for Electricity Trust of South Australia. August 11. E.S.B. 24229/66.
(125/66) Pumping Plants for Engineering and Water Supply Department, Adelaide. September 1. E.S.B. 24230/66.
(126/66) Dredging Equipment for Marine Board of Hobart. August 5. E.S.B. 24266/66.*

BRAZIL

(124/66) Locomotives for Brazilian Federal Railways. August 1. E.S.B. 24203/66.*

BURMA

Myanma Export Import Corporation:
(123/66) Spares for Control Valve. July 31. E.S.B. 24124/66.*
(123/66) Electric Arc Welders. July 29. E.S.B. 24126/66.*

Mr. Tom Brooke-Smith, export director of Nickols Automatics Ltd., East Grinstead, booked £100,000 worth of orders for his firm's automation during a five-week visit to South Africa. In this picture Mr. Brooke-Smith (left) is with Mr. J. B. Sutherland, managing director of African Oxygen Ltd., signing an agreement appointing African Oxygen Ltd. as sole distributors in Southern Africa of the Nickols System.

(123/66) Tool Bits. July 20. E.S.B. 24128/66.*
(123/66) Bogies. August 4. E.S.B. 24129/66.*
(123/66) Bogies. August 4. E.S.B. 24130/66.*
(123/66) Steel Sheets. July 20. E.S.B. 24131/66.*
(128/66) Copper Wire. July 20. E.S.B. 25067/66.*
(128/66) Miscellaneous Stores. August 16. E.S.B. 25068/66.*

CANADA

Manitoba Hydro:
(126/66) Turbine Generators. (Further Information.) Closing date postponed to August 9. E.S.B. 20827/66.*
(127/66) Transformers. July 26. E.S.B. 24659/66.

CEYLON

(124/66) Circuit Breaker for Ceylon Plywoods Corporation. August 1. E.S.B. 24193/66.
(126/66) Industrial Safety Equipment for Ceylon State Hardware Corporation. July 26. E.S.B. 24298/66.
(126/66) Paints for Colombo Municipal Council. July 27. E.S.B. 24297/66.*
Government Electrical Undertakings:
(124/66) Tractor Trailer Unit. August 16. E.S.B. 24192/66.*
(124/66) Electrical Joinery. August 16. E.S.B. 24202/66.
Ministry of Finance:
(124/66) Sealing Wax. July 26. E.S.B. 24195/66.
(125/66) School Chalk. August 2. E.S.B. 24196/66.
Ministry of Home Affairs:
(124/66) Rayon Yarn. September 15. E.S.B. 24188/66.*

COLOMBIA

(127/66) Transformers and Spares for Central Hidroelectrica de Caldas. September 5. E.S.B. 24669/66.
(126/66) Cable for the Empresa de Energia Electrica de Bogota. July 22. E.S.B. 24670/66.
(123/66) Telephone Exchange for Municipio de Chinchina. August 5. E.S.B. 24105/66.

COSTA RICA

(127/66) Railway Cars for Ferrocarril Electrico al Pacifico. July 21. E.S.B. 24662/66.*
(127/66) Telephone Cable and Accessories for Instituto Costarricense de Electricidad. August 3. E.S.B. 24660/66.*

CYPRUS

(124/66) Radial Gates for Department of Water Development. September 17. E.S.B. 24201/66.

FORMOSA

Central Trust of China:
(126/66) Semi-Elliptical Heads. July 21. Tender documents without drawings available. E.S.B. 24667/66.*
(126/66) Valves. July 29. E.S.B. 24666/66.*
(127/6) Current Limiting Fuses. July 26. E.S.B. 24680/66.*
(127/66) Steel. July 27. E.S.B. 24681/66.*
(127/66) Drive Pipe and Couplings. July 25. E.S.B. 24687/66.*
(127/66) Rope. July 26. E.S.B. 24678/66.*
(127/66) Demisting Pads. July 26. E.S.B. 24685/66.*
(127/66) Spore Trap; Accessories for Ultra Centrifuge. July 25. E.S.B. 24682/66.*
(127/66) Chemicals and Filter Papers. July 25. E.S.B. 24684/66.*

GREECE

Institute of Social Insurance:
(126/66) Hospital Equipment. July 22. E.S.B. 24299/66.*
(126/66) X-ray Film Processing Materials. July 22. E.S.B. 24300/66.*
(123/66) Flexible Steam Pipes for Ministry of Trade. July 25. E.S.B. 23769/66.*

HONG KONG

(126/66) Sluice Valves for Government Stores Department. July 29. E.S.B. 24613/66.*

INDIA

Atomic Energy Establishment:
(125/66) Filing and Sawing Machine. July 28. E.S.B. 24217/66.
(126/66) Die Sinking Machine. July 29. E.S.B. 24218/66.
(126/66) Acid Disposal Tank. August 3. E.S.B. 24219/66.
(126/66) Pump. July 25. E.S.B. 24220/66.
(126/66) Tank. July 30. E.S.B. 24221/66.
(124/66) Telemetering Equipment for Calcutta Electric Supply Corporation Ltd. (Further Information.) Tender documents now available. E.S.B. 21562/66.*
(124/66) Chemicals for Damodar Valley Corporation. August 8. E.S.B. 24158/66.*
Director-General of Supplies and Disposals:
(123/66) Cylinder Printing Machine. August 10. E.S.B. 24118/66.*
(125/66) Tractor Spare Parts. August 2. E.S.B. 24279/66.
(128/66) Lathe. August 24. E.S.B. 25018/66.*
(127/66) Vehicle Spares. July 27. E.S.B. 25019/66.*
(127/66) Machine Tools. August 26. E.S.B. 25017/66.*
(124/66) Crawler Tractors and Accessories for Government of Gujarat Central Stores Purchase Organization. August 11. E.S.B. 24215/66.

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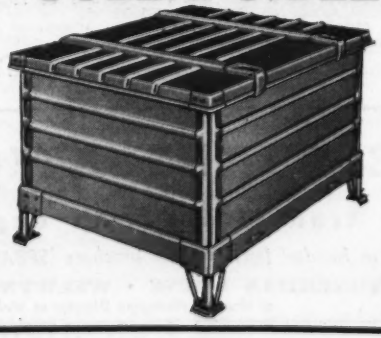

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(128/66) Transformers for Hydro Electric Construction Projects, Bangalore. September 20. E.S.B. 25028/66.
(128/66) Bulldozers for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 23423/66.

Punjab State Electricity Board:
(127/66) Transformers and Switchgear. August 16. E.S.B. 24696/66.
(128/66) Time Switches. July 25. E.S.B. 24698/66.
(128/66) Meter Cupboards. August 1. E.S.B. 24700/66.
(128/66) LT Metering Equipment. August 23. E.S.B. 25002/66.
(128/66) Zinc for Rajasthan State Electricity Board. September 15. E.S.B. 25015/66.

IRAQ

(125/66) Blood Plasma for Central Foreign Purchasing Board. August 21. E.S.B. 24257/66.
(126/66) Pipes for Government Oil Refineries Administration. July 30. E.S.B. 24254/66.*
(128/66) Electrical Materials for Iraqi Ports Administration. July 28. E.S.B. 25071/66.

Ministry of Defence:
(123/66) Paints and Tarpaulins. August 23. E.S.B. 23739/66.
(123/66) General Materials. August 23. E.S.B. 23740/66.*
(123/66) Direction Finder Station. August 27. E.S.B. 23743/66.
(125/66) Cinema Sound Recording Equipment. (Further Information.) Tender documents now available. E.S.B. 23281/66.*
(125/66) Vehicle Spares. August 20. Specifications only available. E.S.B. 24210/66.*
(125/66) Raw Materials and Chemical Compounds. (Further Information.) Tender documents now available. E.S.B. 23280/66.*
(125/66) Buttons. (Further Information.) E.S.B. 23742/66.*
(125/66) Vehicle Spare Parts. (Further Information.) List of requirements now available. E.S.B. 23267/66.*
(125/66) Radio Set Spares. (Re-issue of Tender.) Closing date now August 20. E.S.B. 10199/66.*
(125/66) Electrical Spare Parts. (Re-issue of Tender.) Closing date now August 23. E.S.B. 10198/66.*
(125/66) Tyres and Tubes; Water Hose. August 20. E.S.B. 24211/66.*
(125/66) Tractor Spare Parts. August 20. Specifications now available. E.S.B. 24208/66.*
(125/66) Vehicle Spare Parts. August 20. Specifications now available. E.S.B. 24207/66.*
(125/66) General Materials. (Further Information.) List of requirements now available. E.S.B. 23738/66.*
(125/66) Spare Parts for Trucks. (Further Information.) List of requirements now available. E.S.B. 23278/66.*
(125/66) Batteries. August 23. E.S.B. 24212/66.*
(125/66) Vehicle Spares. (Further Information.) Tender documents now available. E.S.B. 23270/66.*
(125/66) Spare Parts for Vehicles. (Further Information.) Tender documents now available. E.S.B. 23271/66.*
(125/66) Vehicle Spares. (Further Information.) Tender specifications now available. E.S.B. 23272/66.*
(125/66) Vehicle Spares. (Further Information.) Tender specifications now available. E.S.B. 23274/66.*
(125/66) Spare Parts for Ambulance. (Further Information.) E.S.B. 23277/66.*
(126/66) Building Project. (Further Information.) Tender documents (in Arabic) now available. E.S.B. 21381/66.*
(126/66) Motorcycle Spares. (Further Information.) Tender documents now available. E.S.B. 23273/66.*
(126/66) Radio Spare Parts. (Further Information.) August 20. E.S.B. 10298/66.*
(126/66) Veterinary Drugs, Instruments etc. (Further Information.) August 6. E.S.B. 16057/66.*
(126/66) Paints and Tarpaulins. (Further Information.) E.S.B. 23739/66.*
(126/66) Camouflage Nets. (Further Information.) E.S.B. 23741/66.*
(126/66) Sledge Hammers. (Further Information.) Tender documents now available. E.S.B. 22563/66.*
(127/66) Spare Parts for Vehicles. (Further Information.) August 6. E.S.B. 23276/66.*
(127/66) Vehicle Spare Parts. (Further Information.) August 6. E.S.B. 23275/66.*

Ministry of Oil:
(125/66) Tyres and Tubes. July 26. E.S.B. 24256/66.*
(125/66) Pipes and Fittings. August 6. E.S.B. 24255/66.*
(128/66) Steel Pipes. July 30. E.S.B. 25072/66.
(126/66) Cables and Accessories for National Electricity Administration. (Further Information.) E.S.B. 23745/66.*

Mr. T. Brimelow, HM Ambassador (Designate) Warsaw, visited AEI Trafford Park works recently and is seen in the turbine factory third from left with Mr. A. Paterson, works manager; Mr. D. B. Johnson, superintendent, generator department; and Mr. H. H. Jones, AEI International. AEI has close trading relationships with Poland and 120MW turbine generator sets are being made there under licence.

IRISH REPUBLIC

(127/66) Fluoridation Plant for Youghal Urban District Council. July 29. E.S.B. 24671/66.

JAPAN

(127/66) Construction of Expressway (Pre-Qualification) for Procurement and Right of Way Department, Tokyo. July 22. E.S.B. 24748/66.*

JORDAN

Jordan Cement Factories Co. Ltd.:
(128/66) Diesel Generators. August 31. E.S.B. 25042/66.*
(128/66) Switchgear. August 31. E.S.B. 25043/66.*

KENYA

(124/66) Automatic Telephone Sets for East African Posts and Telecommunications Administration. (Advance Information.) Closing date not known. E.S.B. 24150/66.

KOREA

(125/66) Lathes for Office of Supply. July 22. E.S.B. 24227/66.*

KUWAIT

(125/66) Therapy Centre for Ministry of Public Works. August 6. E.S.B. 24246/66.

LEBANON

Compagnie de Gestion et D'Exploitation:
(127/66) Fork Lift Trucks. July 25. E.S.B. 25023/66.
(127/66) Tractors. August 1. E.S.B. 25024/66.
(126/66) Cog-Rails for Lebanese State Railways. July 20. E.S.B. 24235/66.*
(127/66) Fishing Net Materials for Ministry of Agriculture. July 31. E.S.B. 25025/66.*

LIBYA

Ministry of Health:
(127/66) Medical Stores. August 22. E.S.B. 24689/66.
(127/66) Surgical and Medical Instruments. August 22. E.S.B. 24688/66.
(127/66) Medical Stores. August 8. E.S.B. 24690/66.
(127/66) Constructional and Electrical Works for Ministry of Public Works. (Further Information.) Closing date postponed to July 27 for High Tension Electricity Grid. E.S.B. 18441/66.

MALAWI

(125/66) Laboratory Equipment for Medical Buying Board. July 22. E.S.B. 24228/66.*

MALAYSIA

(125/66) Generating Set for Controller of Telecommunications. July 28. E.S.B. 24225/66.
(127/66) Housing and Services for Ministry of Agriculture and Co-operatives. August 3. E.S.B. 24675/66.
(124/66) Auxiliary Switchgear and Transformers for National Electricity Board. October 3. E.S.B. 24174/66.

MALTA

Director of Contracts:
(126/66) Carbon Paper. July 27. E.S.B. 24264/66.*
(126/66) Calf Starter Pencils. July 27. E.S.B. 24265/66.*
(126/66) Medical Supplies. July 27. E.S.B. 24263/66.*
(127/66) Glass Tumblers. August 3. E.S.B. 24636/66.

NEW ZEALAND

General Post Office:
(125/66) Radio Equipment. August 26. E.S.B. 24206/66.*
(125/66) Impedance Repeaters and Panels. July 29. E.S.B. 24213/66.*
(126/66) Staples. August 2. E.S.B. 24289/66.*
(127/66) Nylon Cord. August 1. E.S.B. 24695/66.*
(127/66) Copper Wire. July 28. E.S.B. 24653/66.*
(127/66) Inspection Lamps. July 29. E.S.B. 24652/66.*
(127/66) Capacitors. July 28. E.S.B. 24654/66.*
(127/66) Adhesive Tape. August 1. E.S.B. 24656/66.*
(127/66) Scales. July 26. E.S.B. 24657/66.*
(127/6) Laboratory Testing Instruments. August 8. E.S.B. 24655/66.*
(128/66) Pulley Blocks and Shackles. July 27. E.S.B. 24658/66.*
(126/66) Cable for Invercargill City Council. July 29. E.S.B. 24276/66.
(123/66) Cotton Sheeting for Ministry of Works. July 29. E.S.B. 23731/66.*

NIGERIA

Ministry of Works and Housing:
(125/66) Constructional Project. August 22. E.S.B. 24232/66.
(125/66) Constructional Project. August 22. E.S.B. 24258/66.

PAKISTAN

East Pakistan Industrial Development Corporation:
(123/66) Metals and Ores. July 27. E.S.B. 24145/66.
(126/66) Machinery for Machine Tool Factory. August 1. Tender documents now available. E.S.B. 24614/66.
(126/66) Metals and Ores. (Further Information.) Tender documents now available. E.S.B. 24145/66.*
(127/66) Furnace Oil. July 25. E.S.B. 24621/66.
(123/66) Track Circuit Materials. East Pakistan Railway Board. August 22. E.S.B. 23793/66.*

PHILIPPINES

National Waterworks and Sewerage Authority:
(124/66) Construction of Bridges. (Pre-Qualification.) September 7. E.S.B. 24155/66.*
(124/66) Cement Pipes and Accessories. August 2. E.S.B. 24151/66.

PORTUGAL

(124/66) Lighting and Power Installation for Empresa Termoelectrica Portuguesa. August 31. E.S.B. 24176/66.

SINGAPORE

(127/66) Workshop Equipment for Public Works Department. July 22. E.S.B. 24668/66.

SOUTH AFRICA

(126/66) Laundry Machinery for Cape Provincial Tender Board. July 29. E.S.B. 24291/66.*

South African Railways:
(126/66) Convertor Equipment. September 2. E.S.B. 24294/66.
(126/66) Crane Turntable. September 2. E.S.B. 24293/66.
(127/66) Horizontal Forging and Upsetting Machine. August 12. E.S.B. 24607/66.*
(127/66) Grinding Machine. August 12. E.S.B. 24608/66.*

State Tender Board:
(125/66) Laboratory Equipment. July 27. E.S.B. 24243/66.*

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, *May 27, 1966.*

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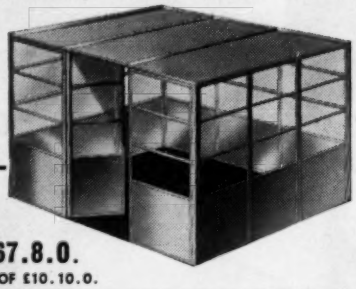

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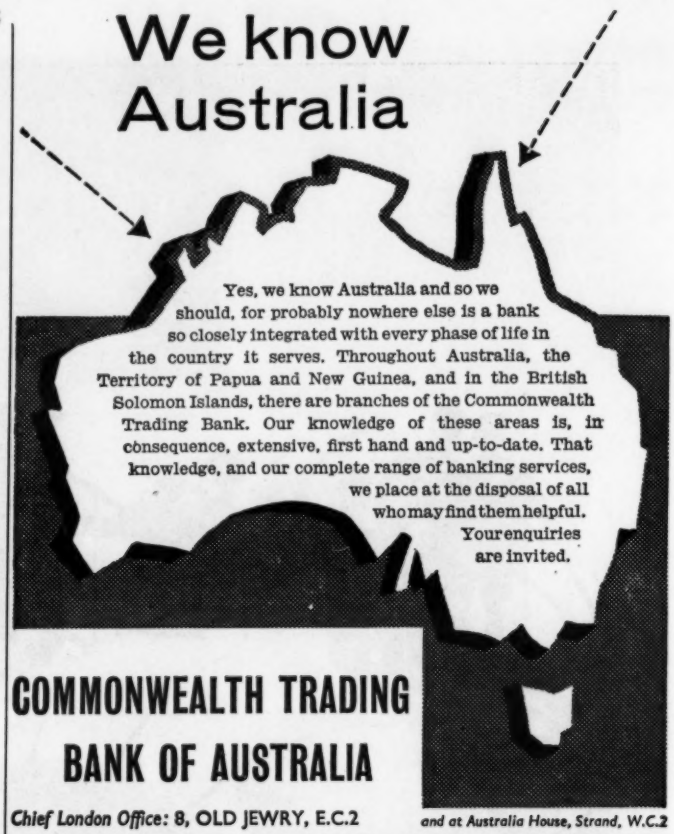

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(125/66) Laboratory Equipment. July 26. E.S.B. 24271/66.*
(126/66) Laboratory Equipment. July 25. E.S.B. 24268/66.*
(126/66) Chromatographic Unit. July 29. E.S.B. 24238/66.*
(126/66) Anemometers. July 28. E.S.B. 24237/66.*
(126/66) Oscilloscope. July 20. E.S.B. 24242/66.*
(126/66) Veterinary Apparatus. July 22. E.S.B. 24244/66.*
(126/66) Laboratory Apparatus and Chemicals. July 25. E.S.B. 24270/66.*

Transvaal Provincial Tender Board:
(126/66) Front End Loaders. July 22. E.S.B. 24241/66.*
(126/66) Defribrillator. July 22. E.S.B. 24272/66.*
(126/66) Resuscitation Unit. July 22. E.S.B. 24273/66.*
(126/66) Resuscitation Unit. July 22. E.S.B. 24274/66.*

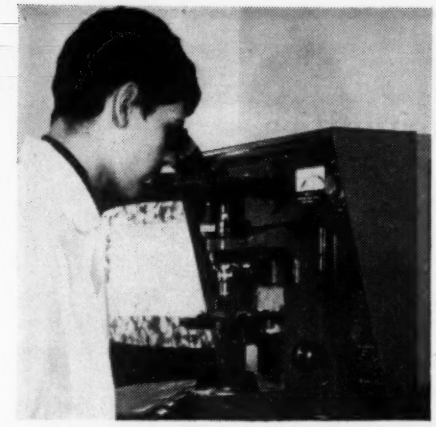
SUDAN

(126/66) Cable Boxes for Central Electricity and Water Corporation. July 26. E.S.B. 24259/66.*
(123/66) Grinding Machine for Controller of Stores. August 25. E.S.B. 24107/66.*
(127/66) Cutter Bits for Department of Land Use and Rural Water Development. August 10. E.S.B. 25008/66.*
(125/66) Copper Wire and Accessories for Ministry of Communications. August 6. E.S.B. 24260/66.*

Sudan Railways:
(124/66) Drilling Machines. August 29. E.S.B. 24154/66.
(125/66) Grinding Machine. August 25. E.S.B. 24261/66.*
(125/66) Battery Charging Set. August 25. E.S.B. 24204/66.*
(126/66) Battery Charging Sets. August 25. E.S.B. 24262/66.*

THAILAND

(123/66) Transformers for Metropolitan Electricity Authority. August 16. E.S.B. 24138/66.*



This television microscope, designed and manufactured by Metals Reseach Ltd. of Melbourne, Cambridge, has been installed in the laboratories of Fagersta Bruks AB, the Swedish steel company, as part of their automation programme. The microscope, connected to a computer, gives accurate quantitative determinations of steel structure previously determined by standard laboratory practice.

(128/66) Filtering Cloth for National Economic Development Corporation. July 27. E.S.B. 25099/66.

State Railway of Thailand:
(123/66) Underground Cable. July 28. E.S.B. 24163/66.
(123/66) Rolling Stock Springs. August 8. E.S.B. 24164/66.
(123/66) Gauze. July 22. E.S.B. 24165/66.
(128/66) Aluminium Foil for Thailand Tobacco Monopoly. August 11. E.S.B. 25098/66.

TURKEY

(128/66) Laboratory Equipment for Ministry of National Education. July 23. E.S.B. 25086/66.*

Post, Telephone and Telegraph Administration:
(124/66) Telephone Sets. July 20. Tender documents (in Turkish) available. E.S.B. 24182/66.*
(124/66) Bakelite Powder. July 27. E.S.B. 24183/66.*

State Hydraulic Works:
(124/66) Ball and Roller Bearings. July 21. E.S.B. 24179/66.*
(124/66) Water Level Recorder. July 20. E.S.B. 24178/66.*

URUGUAY

State Electricity Board:
(123/66) Electric Lamp Bulbs. August 5. E.S.B. 24137/66.*
(123/66) Insulating Tapes. August 4. E.S.B. 24136/66.

VENEZUELA

(124/66) Road Construction for Ministry of Public Works. August 8. E.S.B. 23481/66.

VIETNAM

(125/66) Textile Machinery for Vietnam Ky Nghe To Soi. Closing date not known. E.S.B. 24214/66.*

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room* 641, 1 *Victoria Street, London, S.W.*1.—*or telephone Abbey* 7877, *Ext.* 2579.

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(125/66) Agency inquiry for printing foils and ink. E.S.B. 23984/66.
(126/66) Agency inquiry for diesel engines; mobile equipment. E.S.B. 23975/66.
(126/66) Agency inquiry for lamps and lamp bases. E.S.B. 22456/66.
(124/66) Inquiry for automotive accessories and parts. E.S.B. 19358/66.
(124/66) Inquiry for fabric belting; flexible couplings; gear boxes; oil seals; rubber mouldings and extrusions; special purpose machines. E.S.B. 23506/66.
(124/66) Inquiry for military equipment. E.S.B. 22077/66.

Austria
(127/66) Agency inquiry for woollen cloth E.S.B. 24342/66.

Belgium
(123/66) Agency inquiry for knitwear. E.S.B. 23391/66.
(127/66) Agency inquiry for piece goods. E.S.B. 24058/66.

Canada
(124/66) Inquiry for abrasive; automotive spare parts; garage equipment; tyres. E.S.B. 20708/66.
(124/66) Inquiry for audio-visual educational aids. E.S.B. 23809/66.
(126/66) Inquiry for braiding machines; towelling; wool sboddies; yarns. E.S.B. 23969/66.
(127/66) Inquiry for laboratory equipment; machine tools. E.S.B. 24073/66.
(127/66) Inquiry for steel plate flanges; wire mesh. E.S.B. 23963/66.
(128/66) Inquiry for motor cycle accessories. E.S.B. 24399/66.
(128/66) Manufacture under licence – fabricated metal; light machines. E.S.B. 41544/65.

Ceylon
(127/66) Inquiry for textile machinery. E.S.B. 23508/66.

Dominican Republic
(125/66) Law regulations on seals of identification on alcoholic beverages. C.R.E. 4039/G/2.
(127/66) Inquiry for cleaning materials; floor polishes; liquid soap – further information. E.S.B. 22161/66.

Ecuador
(123/66) Inquiry for machinery for handicrafts and small industry. E.S.B. 23135/66.

Finland
(127/66) Agency inquiry for cylinders and valves; fire extinguishing powders and liquid; hose. E.S.B. 24065/66.
(127/66) Inquiry for furniture. E.S.B. 24084/66.

France
(123/66) Agency inquiry for dairy equipment. E.S.B. 23343/66.
(123/66) Agency inquiry for office supplies. E.S.B. 23598/66.
(123/66) Inquiry for batteries. E.S.B. 23196/66.
(124/66) Inquiry for consumer novelties. E.S.B. 23846/66.

Germany, Federal Republic of
(124/66) Agency inquiry for pet supplies. E.S.B. 24308/66.
(125/66) Agency inquiry for beverages; foodstuffs. E.S.B. 23853/66.
(124/66) Inquiry for raw materials for the ceramics, enamel and mineral oil industries. E.S.B. 19069/66.

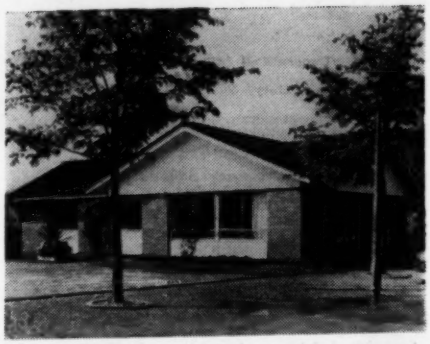
Greece
(125/66) Agency inquiry for air-conditioning and heating equipment; air diffusers; exhaust fans; TV aerials. E.S.B. 23904/66.
(127/66) Agency inquiry for television receivers and aerials. E.S.B. 23688/66.

Guyana
(124/66) Agency inquiry for foodstuffs; household goods; nails; stationery items. E.S.B. 23179/66.

India
(123/66) Inquiry for metals. E.S.B. 19859/66.

Iran
(123/66) Inquiry for machine tools: motor cycles; road and construction machinery. E.S.B. 23568/66.

Israel
(125/66) Agency inquiry for balls; paper; tonic and mineral water. E.S.B. 23906/66.
(127/66) Inquiry for beach cleaning equipment. E.S.B. 42451/65.



This three-bedroom bungalow complete with integral garage was recently sent to Holland where it will become a permanent show house on an industrial housing site. Manufactured by Guildway of Guildford, the bungalow is clad on site with an outer skin of bricks and is similar to the model exhibited at the 1965 *British Week in Amsterdam.*

Italy
(125/66) Agency inquiry for costume jewellery; food products; perfumery. E.S.B. 23878/66.
(125/66) Agency inquiry for gifts; razors and razor blades; smokers' requisites; stationery. E.S.B. 23907/66.
(125/66) Agency inquiry for wallpapers. E.S.B. 23879/66.
(126/66) Agency inquiry for foodstuffs. E.S.B. 24022/66.
(126/66) Agency inquiry for footwear; leather goods; travel goods; umbrellas. E.S.B. 23934/66.
(126/66) Agency inquiry for line haulers; steering equipment. E.S.B. 23986/66.
(127/66) Agency inquiry for electronic apparatus and instruments; radio apparatus and spares; telephone apparatus and spares. E.S.B. 23699/66.
(124/66) Inquiry for cattle. E.S.B. 23877/66.
(124/66) Inquiry for steel coil. E.S.B. 20221/66.
(125/66) Inquiry for cattle. E.S.B. 23885/66.
(125/66) Inquiry for hand tools. E.S.B. 23932/66.
(125/66) Inquiry for poultry. E.S.B. 23886/66.
(126/66) Inquiry for pipes. E.S.B. 24710/66.
(126/66) Inquiry for reproduction furniture. E.S.B. 23985/66.
(127/66) Inquiry for chemical products. E.S.B. 24039/66.

Jamaica
(125/66) Agency inquiry for carborundum wheels and abrasive belting; bathroom fittings and enamelled baths; furniture. E.S.B. 20411/66.

Jordan
(124/66) Inquiry in respect of hotel construction – further information. E.S.B. 22122/66.

Kenya
(124/66) Inquiry for knitting machines. E.S.B. 23084/66.
(124/66) Inquiry for laboratory glassware; scientific instruments. E.S.B. 22870/66.

Kuwait
(123/66) Agency inquiry for chemicals; hospital equipment; laboratory equipment; pharmaceuticals. E.S.B. 23614/66.

Lebanon
(124/66) Agency inquiry for giftware; greeting cards; stationery; wallets; wrapping paper and ribbons. E.S.B. 23976/66.
(123/66) Inquiry in respect of hotel project. E.S.B. 23505/66.

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WILTS.
Tel: TROWBRIDGE 3575

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LOWGATE, HULL
Tel: HULL 20644
Telex: 52215

(125/66) Inquiry for children's clothing; clothing industry machinery; hooks; slide fasteners; wiring and grading machines. E.S.B. 23936/66.
(127/66) Inquiry for textiles; women's outerwear. E.S.B. 24041/66.

Libya
(127/66) Inquiry for drawing office equipment; hospital equipment; school furniture. E.S.B. 20643/66.

Malawi
(127/66) Agency inquiry for adhesive plastic sheeting; household textiles; nightwear; underwear. E.S.B. 17725/66.
(125/66) Inquiry for miscellaneous manufacturing machinery. E.S.B. 22074/66.

Malta
(126/66) Inquiry for cosmetics. E.S.B. 17893/66.

Mexico
(125/66) Inquiry for automatic presses; moulding machinery; riveting machines. E.S.B. 17532/66.
(125/66) Inquiry for bakery equipment. E.S.B. 17495/66.

New Zealand
(125/66) Agency inquiry for consumer goods; cutlery; golf clubs; hardware; kitchenware; plastic articles; toys. E.S.B. 23367/66.
(126/66) Inquiry for bread bagging machine; bread trays. E.S.B. 23870/66.

Nigeria
(126/66) Inquiry for fish meal and oil plant. E.S.B. 23940/66.

Pakistan
(124/66) Inquiry for textile mill machinery. E.S.B. 23860/66.
(125/66) Inquiry for franking machines. E.S.B. 22497/66.
(127/66) Inquiry for industrial plant and machinery. E.S.B. 24031/66.

Poland
(124/66) Inquiry for spring testing apparatus. E.S.B. 7135/66.
(126/66) Inquiry for mobile shop. E.S.B. 22883/66.

Rumania/Denmark
(125/66) Trade Agreement.

Saudi Arabia.
(123/66) Inquiry for door furniture; electrical accessories; tools. E.S.B. 23302/66.
(123/66) Inquiry for electric fans; metal working machinery and plant; tile making plant; water pumps; woodworking machinery and plant. E.S.B. 23302/66.
(125/66) Inquiry for generating equipment. E.S.B. 24365/66.
(126/66) Inquiry in respect of air survey work. E.S.B. 23951/66.
(128/66) Inquiry for air conditioners; motor car accessories; refrigerators. E.S.B. 24317/66.
(128/66) Inquiry for electric cables; electric light fittings and lamps; motor car accessories. E.S.B. 24319/66.
(128/66) Inquiry for prefabricated buildings. E.S.B. 24332/66.

South Africa
(124/66) Agency inquiry for cosmetic, pharmaceutical and allied products. E.S.B. 23648/66.
(124/66) Inquiry for clutch facing machinery. E.S.B. 22057/66.
(125/66) Manufacture under licence – anti-corrosive protective clothing. E.S.B. 23948/6.

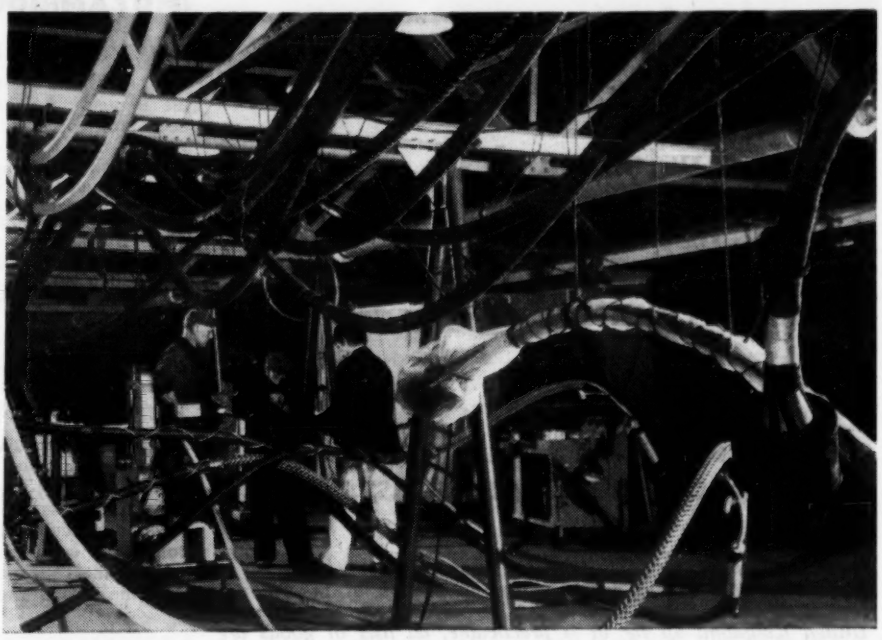
Sudan
(123/66) Inquiry for laundry and dry cleaning equipment; suitcase fittings. E.S.B. 23092/66.
(127/66) Inquiry for twine making machinery. E.S.B. 23987/66.

Sudan/USSR
(123/66) Trade Agreement.

Sweden
(123/66) Agency inquiry for digital units; industrial automation units; transistorized elements and relays. E.S.B. 23539/66.
(124/6) Agency inquiry for costume jewellery; fancy goods; roulette sets. E.S.B. 23669/66.
(125/66) Agency inquiry for air-conditioners. E.S.B. 21736/66.
(125/66) Agency inquiry for leather goods. E.S.B. 23974/66.
(127/66) Agency inquiry for bus fittings; caravan fittings. E.S.B. 23856/66.
(127/66) Agency inquiry for coats and dresses. E.S.B. 24060/66.
(127/66) Agency inquiry for steel tubes. E.S.B. 24331/66.

Switzerland
(124/66) Agency inquiry for grassland machinery. E.S.B. 23854/66.
(124/66) Agency inquiry for oil hydraulic equipment. E.S.B. 23824/66.
(125/66) Agency inquiry for radios; record players; tape recorders; televisions. E.S.B. 23832/66.
(127/66) Agency inquiry for air hygiene equipment. E.S.B. 24010/66.
(127/66) Agency inquiry for builders' hardware; car batteries; iron castings; plastic strip products. E.S.B. 24341/66.
(125/66) Inquiry for drills and bits; rebore machinery; saw blades. E.S.B. 24329/66.

Syrian Arab Republic
(127/66) Inquiry for industrial machinery and products. E.S.B. 22098/66.



Preparing the ends of submarine telephone cable at the Greenwich factory of Submarine Cables Ltd. (AEI and BICC) prior to being loaded on to the cableship 'Mercury'. After underwater amplifiers have been spliced the 'Mercury' will lay the cable between Bermuda and Tortola (British Virgin Islands) to complete the Eastern Caribbean extension telecommunications project.

Thailand
(126/66) Inquiry for aviation and mechanical engineering laboratory equipment. E.S.B. 23949/66.

Uganda
(124/66) Inquiry for gas-leak detection device. E.S.B. 23901/66.

United Arab Republic (Egypt)
(128/66) Customs tariff.

United States of America
(125/66) Agency inquiry for packaging and processing machinery. E.S.B. 23945/66.
(123/66) Inquiry for metal working machinery. E.S.B. 23050/66.
(126/66) Inquiry for shearlings. E.S.B. 23589/66.
(126/66) Manufacture under licence – nursery and floral products – further information. E.S.B. 16761/66.
(127/66) Inquiry for textile mill machinery and ancillary equipment. E.S.B. 23896/66.

Zambia
(123/66) Agency inquiry for builders' hardware; cycles and motor cycles; sanitaryware; sports equipment. E.S.B. 19521/66.
(124/66) Agency inquiry for blankets; clothing and footwear; furniture; household linens; leather goods; sewing machines; textiles; wool. E.S.B. 23200/66.
(124/66) Agency inquiry for electrical insulators; yeast plant and machinery. E.S.B. 22888/66.
(124/66) Inquiry for engineering and mining equipment. E.S.B. 23890/66.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

PORTUGUESE WEST AFRICA (ANGOLA)

New taxes on certain goods

THE *Boletim Oficial de Angola*, First Series No. 18 of April 30, 1966, published Legislative Decree No. 3638 which stated that the following production and consumption taxes will be levied on the goods listed below, for consumption in Angola whether produced in the Province or imported, whatever the origin:

(a)	Soft drinks and soda-waters . . . . . per bottle	0·4 Esc.
(b)	Prepared brandies and other spirits . . . . . per litre	10·0 Esc.
(c)	Sparkling wines . . . . . per litre	10·0 Esc.
(d)	Other wines, including those with added tonic, bitter or aperitif substances . . . . . per litre	5·0 Esc.
(e)	Fermented alcoholic beverages, not included under (c) and (d) above except beer . . . . . per litre	1·0 Esc.
(f)	Alcoholic beverages not included under (b) to (e), up to 12·5 degrees . . . . . per litre	1·5 Esc.
	For each additional half degree, the tax is increased by . per litre	0·5 Esc.
(g)	Alcoholic beverages not specified in the Import Tariff, or included under (b) to (f) . . . . . per litre	10·0 Esc.
(h)	Beer . . . . . per litre	0·6 Esc.
(i)	Fabrics of natural silk, pure or mixed, in the piece or manufactures thereof	20% *ad val.*
(j)	Tulle, of natural silk and artificial or synthetic fibres, pure or mixed, in the piece or manufactures thereof	20% *ad val.*
(k)	Embroidery, in the piece, in strips or applications thereof . . .	20% *ad val.*
(l)	Carpets and hangings of silk, artificial or synthetic fibres, wool or other hair	20% *ad val.*
(m)	Statuettes, of any material	20% *ad val.*
(n)	Cigar cases, cigarette cases, matchboxes, snuff boxes and purses . .	20% *ad val.*
(o)	Chocolate and other food preparations containing cocoa, except milk products prepared with cocoa and biscuits	20% *ad val.*
(p)	Liquid perfumes, cosmetics and beauty creams	20% *ad val.*
(q)	Brief-cases, hand-bags, ladies' bags, cases and boxes when submitted without the objects they are intended to hold, suitcases and similar articles fitted for containing toilet articles and suitcases, not specified, of natural or artificial leather, paperboard, vulcanized fibre, fabrics or sheets of artificial plastic materials	20% *ad val.*

The taxes on alcoholic beverages set out in the above list, do not cover ordinary wines known as 'maduros' and 'verdes'. This Decree came into force on April 30. Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by July 23, 1966:

District of Lourenco Marques: Tulshidas Lalji Raichura, Cantilal Lalchande, Kantilal Maganlal.

District of Manica and Sofala: Abdul Gani Taib, Adam Ismail, Sulaiman Salih Patel, Hajee Moosa Hajee Sacur.

District of Mozambique: Ramchand Nanikram Moorjani.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

TANZANIA

Customs tariff amendment

IN THE *Board of Trade Journal* of July 1 (pages 59 and 60) a notice was published giving details of customs tariff changes in Kenya. At the time of preparing the notice full details of the customs amendments as they applied to Tanzania were not available. We have now received the Republic of Tanzania *Official Gazette* which contains a comprehensive list of customs changes. With the exception of the following items the changes in the tariff are in accord with the details already published in the notice referred to above:

FIRST SCHEDULE

Item No.	Article	Import Duty	Suspended Duty
24	Sugar, refined or unrefined, including jaggery .	Per 100 lb., Sh. 21	
45	Delete sub-paragraph (ii) of paragraph (c) and substitute the following new sub-paragraph: (c) (ii) Black steel nuts and washers . .	*Ad val.* 30%	
61	Motor, steam and electric road vehicles, n.e.s., including equipment with the exception of controls and equipment specially designed for the use of disabled drivers: (e) Other, n.e.s.	*Ad val.* 30%	
98	Petroleum, crude or partly refined, for further refining	Per imp. gal. at 62°F., Sh. 2/05	
99	Motor spirit, gasolene and other light oils and other products for similar uses: (b) Other	Per imp. gal. at 62° F., Sh. 2/05	

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

MALAWI

Customs tariff changes

MALAWI GOVERNMENT NOTICE No. 128 amends the customs tariff (with effect from June 11) to the following extent:

Item		Duty A	Duty B	Duty C	Duty D
65 Clothing: By the deletion of paragraphs (*a*) and (*e*) and the substitution therefor of the following paragraphs—					
(*d*) Ready made trousers, slacks jeans and shorts	*ad val* or per garment	40% £0.5s.6d.	30% £0.3s.0d.	30% £0.3s.0d. whichever duty shall be the greater	20% £0.2s.0d.
(*e*) Women's and girls' outer garments, n.e.e.	*ad val* or per garment	40% £0.5s.6d.	30% £0.3s.0d.	30% £0.3s.0d. whichever duty shall be the greater	20% £0.2s.0d.

PART II (Britain pays the Column D rate of duty)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of June 24.*

NIGERIA

Customs tariff changes

THE FIRST AND SECOND Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) (No. 2) Order, 1966, as below, and became effective from June 18, 1966.

SCHEDULE 1

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
03.02	Fish, salted, in brine, dried or smoked: B and C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Other . . . . . 50%'
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit: A and B	*Delete* all the expressions in the column 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Fruit cordials and squashes 75% B. Fruit juices; grape must; fruit syrups . . 66⅔% C. Vegetable juices . . 40%'
21.03/07	Food preparations not elsewhere specified or included (for example, mustard, sauces, mixed condiments and mixed seasonings, soups and broths, natural yeasts, prepared baking powders): B	*Delete* the rate of duty and *substitute* '75%'
22.09	*Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as' concentrated extracts') for the manufacture of beverages	*Delete* all the expressions in the column 'Rate of Duty' and *insert* the following in the columns 'Tariff Description' and 'Rate of Duty': 'A. Bitters, brandy, gin, schnapps and whisky . . . the gallon £10 10s. 0d. B. Other . . . the gallon £10 10s. 0d. or 100%'
23.01/07	Residues and waste of the food industries (for example, inedible meat or fish flour and meal; greaves; bran, sharps and other milling residues; beet-pulp, bagasse and other waste from sugar, brewing, distilling or starch industries; oilcake and other residues (except dregs) from oil extractions; wine lees; argol; vegetable products, not elsewhere specified or included, of a kind used for animal food; sweetened forage and other prepared animal fodder): B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Fishmeal imported not for human consumption . . . 10% C. Other . . . 33⅓%'
24.01	Unmanufactured tobacco; tobacco refuse	*Delete* all the expressions in the column 'Rate of Duty' and *insert* the following in the columns 'Tariff Description' and 'Rate of Duty': 'A. Imported for the manufacture of cigarettes by any person licensed to manufacture cigarettes under the provisions of the Customs and Excise Management Act, 1958 . . . the lb. £0 15s. 3d. B. Other . . . the lb. £1. 0s. 0d.'
28.01/58	Chemical elements, inorganic chemical compounds and other products specified in Notes 1 and 2 to this Chapter: C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'C. Sodium carbonate (soda ash): (1) Imported by a manufacturer (other than a soap manufacturer) approved in that behalf by the Ministry . . . 33⅓% (2) Other . . . the cwt. £3 0s. 0d.'
39.01/06	Artificial resins (including run gums and ester gums) and artificial plastic materials; regenerated cellulose; cellulose acetate and other derivatives of cellulose; hardened casein, gelatin and other hardened proteins; vulcanized fibre, chlorinated rubber and other chemical derivatives of natural rubber; silicones; polysobutylene; other high polymers (including alginic acid and its salt and esters); linoxyn: D and E	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D. Tiles . . . 66⅔% E. Polyethylene films . . . 50% F. Other . . . 33⅓%'
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01/03:	
	A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *insert* 'the sq. yard £0 3s. 0d. or 50%' in the rate of duty column.
55.07/09	Woven fabrics of cotton: C	*Delete* the sub-heading; renumber D and E as C and D.
56.07	Woven fabrics of man-made fibres (discontinuous or waste): A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *insert* 'the sq. yard £0 3s. 0d. or 50%' in the rate of duty column.
62.02	Bed linen, table linen, toilet linen, and kitchen linen; curtains and other furnishing articles: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Towels: (1) Of an area greater than one-third of a square yard . . . the sq. yard £0 4s. 0d. or 50% (2) Other . . . 50% B. Mosquito nets . . . 20% C. Other . . . 50%'
62.03	Sacks and bags, of a kind for the packing of goods: B (2)	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* '(2) Other: (a) Imported for the packing of goods by an importer approved in that behalf by the Ministry . . . each £0 0s. 2d. (b) Other . . . each £0 1s. 4d. or 33⅓%'
63.13	Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos clothing, asbestos jointing) reinforced or not, other than goods falling within heading No. 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures: B (1)	*Delete* the rate of duty and *substitute:* 'the pair. . . £0 12s. 0d. or 40%.'
73.21	Structures, complete or incomplete, whether or not assembled, and parts of structures (for example, hangers and other buildings, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, pillars and columns), of iron or steel: plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel: A	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'A. Identifiable parts imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry'
73.40	Other articles of iron or steel: B	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'B. Specialized fittings or parts imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry'
74.19	Other articles of copper: A	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'A. Identifiable fittings and parts imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry'
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks and rakes axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Identifiable parts . . . 5% B. Matchets . . . 10% C. Other . . . 20%'
84.06	Internal combustion piston engines: B (3) (a)	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* '(a) For (2) imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry'

(*Continued on next page*)

NIGERIA, *continued*

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
84.07/08	Other engines and motors (including hydraulic motors): D	*Delete* the rate of duty and *substitute:* '100%'
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, cultivators, seed and fertilizer distributors); lawn and sports ground rollers: C	*Delete* the sub-item
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29): A and B	*Delete* all the expressions under 'A' and 'B' in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* against the main item . . . 'Free'
84.26	Dairy machinery (including milking machines): A and B	*Delete* all the expressions under 'A' and 'B' in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* against the main item . . . 'Free'
84.27/28	Other agricultural and horticultural machinery (including machinery of a kind used in wine or cider making, fruit juice preparation or the like); poultry-keeping and bee-keeping machinery; germination plant with mechanical or thermal equipment; poultry incubators and brooders: A and B	*Delete* all the expressions under 'A' and 'B' in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* against the main item . . . 'Free'
84.63/65	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearings (including friction gears and gearboxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings; gaskets and similar joints of metal sheeting combined with other material (for example, asbestos, felt and paperboard) or of laminated metal foil; sets or assortments of gaskets and similar joints, dissimilar in composition, for engines, pipes, tubes and the like, put up in pouches, envelopes or similar packings, machinery parts, not containing electrical connectors, insulators, coils, contacts or other electrical features and not falling within any other heading in this Chapter: A (1)	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* '(1) Imported for the construction of ships and other vessels by a local boatyard approved by the Ministry'
85.08/09	Electrical starting and ignition equipment for internal combustion engines, and dynamos and cut-outs for use therewith; electrical lighting and signalling equipment, windscreen wipers, defrosters and demisters, for cycles or motor vehicles: B	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'B. Dynamos for marine inboard engines imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry'
87.01	Tractors (other than those falling within heading No. 87.07, whether or not fitted with power take-offs, winches or pulleys: A	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'A. Ordinarily employed in the construction and maintenance of roads or the clearing of land; agricultural tractors'
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09: D. (1), (2), (3) and (4) . . .	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* '*D. Components for passenger cars imported CKD (completely knocked down) for local assembly by a manufacturer approved in that behalf by the Ministry . . . 15% less than the rate applicable to a similar vehicle imported assembled as in A above E. Trucks and lorries: (1) Assembled . . . 33⅓% *(2) Imported CKD for local assembly by a manufacturer approved in that behalf by the Ministry . . . 28⅓% F. Other . . . 33⅓% *For the purposes of C (2) (a), D and E (2) the rate of duty applicable to such imported replacement equipment like tyres and batteries and such other parts as may be deemed by the Ministry from time to time to be available locally, shall apply to such components as may be imported with other CKD components.'
87.03	Special purpose motor lorries and vans (such as breakdown lorries, fire-engines, fire-escapes, snowplough, spraying lorries, crane lorries, searchlight lorries, mobile workshops and mobile radiological units), but not including the motor vehicles of heading No. 87.02: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Road sweepers and sprayers; mobile dispensaries; vehicles specially built and equipped for fire fighting . . . Free B. Other . . . 33⅓%'
89.01/03	Ships, boats, tugs, launches, lighters and other vessels not falling within any of the following headings of this Chapter; light vessels, fire floats, dredgers, floating cranes and other special purpose vessels; floating docks: (a) A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Ships and other vessels: (1) Over 250 gross tons . . . Free (2) Other: (a) Pleasure craft, touring launches and commercial craft of a range not exceeding 100 feet in length . . . 50% (b) Other, except where the Ministry is satisfied that they cannot be built in Nigeria . . . 33⅓% B. Hull, bare, imported for the construction of ships and other vessels by a local boatyard approved in that behalf by the Ministry . . . 20%'
	(b) Proviso:	*Delete* the Proviso at the end of Chapter 89, and *substitute:* '*Provided that when condemned or handed over for breaking up, duty shall be paid at the rate applicable at the time.'

SCHEDULE 2

Schedule 2 to the Customs Tariff Act 1965 (which relates to exemption from import duties of Customs) is amended:

(a) by the deletion of Item 11 and the substitution therefor of the following:

'11. Fire alarm, detection, extinguishing and fighting machinery, apparatus and appliances.'

(b) by the deletion of Item 30 and the substitution therefor of the following:

'30. Ships and other vessels:

(1) Over 250 gross tons in size;

(2) Not exceeding 250 gross tons in size imported assembled or in sections to be assembled, where the Ministry is satisfied that they cannot be built in Nigeria and the Board is of the opinion that they are not of the type used mainly for pleasure.

Provided that whenever any ship or other vessel admitted under this exemption is condemned or handed over for breaking up, duty shall be paid at the rate applicable at the time.'

EXPLANATORY NOTES

This Order has the following effects:

(a) SCHEDULE 1

Full Tariff Item No.	Description of Goods	Effect of the Order
24.01	Unmanufactured tobacco . .	Reduces the duty on tobacco imported for the manufacture of cigarettes by licensed manufacturers from £1. 0s. 0d. to £0 15s. 3d. the lb.
51.04A 56.07A	Woven fabrics of man-made fibres	Reduces the duty on printed fabrics of Tariff Nos. 51.04 and 55.07/09 to the same rate as those of 56.07; it also raises the residual headings of Tariff Nos. 51.04 and 56.07 to the same rate as those of 55.07/09 to safeguard the revenue.
55.07/09C	Woven fabrics of cotton .	
62.03	Sacks and bags	Reduces the duty on bags and sacks made of materials other than jute imported for the packing of goods by approved importers from £0 1s. 4d. to 2d. each.
68.13B (1)	Asbestos footwear . . .	Brings the rate of duty in line with other types of footwear of Chapter 64.
73.21A 73.40B 74.19A 84.06B (3) (a) 84.63/65A (1) 85.08/09B	Fittings and parts for the construction of ships and other vessels.	Extends the concessionary rates for approved local boatyards to the construction of all types of ships and vessels.

EXPLANATORY NOTES
This Order has the following effects:
(a) SCHEDULE 1

Full Tariff Item No.	Description of Goods	Effect of the Order
84.07/08D	Camera and cinematograph motors and parts.	Corrects the rate of duty to bring it in line with camera parts and accessories of Tariff Nos. 42.02B, 90.07B, etc.
84.24C 84.25A 84.26A 84.27/28A	Agricultural machinery parts .	Abolishes the duty of 5% on parts of agricultural machinery.
87.01	Tractors	Abolishes the duty on agricultural tractors.
87.02D	Components for passenger cars imported CKD.	Clarifies the meaning of the sub-heading; no change in rate of duty.
87.03A	Special purpose vehicles . .	Provides for vehicles specially built and equipped for fire fighting.

(b) SCHEDULE 2
It removes from Item 11 vehicles built and equipped for fire fighting now provided for under Tariff No. 87.03A which is more appropriate.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

SIERRA LEONE

Customs tariff amendment

IN A NOTICE published in the *Board of Trade Journal* on July 1 (pages 57 – 59) details were given of the revised First Schedule to the Sierra Leone Customs Tariff Act. Information has been received that item 33 (g) should read as follows:

Item No	Goods	Unit	Tariff
33(g)	Identifiable accessories, appliances and parts which are for use exclusively with any machinery and plant detailed in item 33 (a) to (f) . . .		11% *ad val*

INDIA

Liberalisation of import policy

IN A PRESS NOTICE dated June 21 the Government of India announced its intention to liberalize imports of raw materials, components and spares in order to secure higher levels of production in agriculture and industry. As a first step the following measures have been introduced.

Fifty-nine priority industries covering a wide range of industry are being issued with licences for raw materials, components and spares to cover their requirements for six months' production at full capacity. Small scale industrial units making the same products as the priority industries will be given the same liberal facilities. The quotas for a wide range of spare parts, other than those whose import is banned, have been raised for established importers.

It has also been decided to liberalize the import of certain books and essential drugs. The established importer quota for books is being raised and provision is being made for the free issue of supplementary licences for technical and scientific books. Established importer quotas for drugs are also being increased. Special arrangements are being made to import fertilizers and pesticides, sulphur and rock phosphate in large quantities.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Commodity exchange transactions

THE BRITISH High Commission in New Delhi has prepared a note on India's policy concerning commodity exchange transactions. It sets out the terms and conditions which the Indian Government has laid down in respect of these transactions. Copies of the note may be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Changes in export duties

A NOTICE was published in the *Board of Trade Journal* of June 17 (page 1388) about changes in Indian export duties. The following amendments to these changes were announced in New Delhi recently and are as follows:

	Description	Rate
1.	Raw cotton (except as in 2),	Rs 1,000 per metric tonne
2.	Raw cotton as follows: (a) Assam/Comilla cotton (b) Yellow pickings and zoda cotton (that is cotton of third picking and un-spinnable quality) (c) Pickings and sweepings of cotton of no practical use in the country	Rs 750 per metric tonne
3.	Cotton waste of all sorts	40% *ad valorem*
4.	Mica of all sorts	40% *ad valorem*
5.	Groundnut oilcake other than de-oiled groundnut oil-cake	Nil
6.	All oilcake other than tan groundnut copra oil-cakes	Nil
7.	Jute rags.	20% *ad valorem.*
8.	Unmanufactured tobacco.	20% *ad valorem.*

These changes are effective from June 15 with the exception of 1 and 2, which are effective from June 11. The Indian Ministry of Commerce has confirmed that the tax in force on the day of export will apply, irrespective of the date of the contract.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

BURMA

Settlement of hotel bills

HM EMBASSY in Rangoon has reported that an order has recently been issued that foreign visitors to Burma staying at the Strand Hotel, Rangoon, and the Inya Lake Hotel, Rangoon, must pay their bills in foreign currency (i.e. *not* local currency). It is therefore recommended that visitors to Burma should take with them a certain amount of money either in Sterling or in small denomination Travellers' Ch.eques

THAILAND

Goods subject to Import Control

A LIST of goods subject to import control was published in the *Board of Trade Journal*, dated February 25, 1966, page 476.

Item 44 (automobile tyres) should be deleted and replaced as follows:

Item 44. Aircraft tyres, commercial vehicle tyres and tyres weighing more than 15 kilos per unit, (restriction also covers the import of tubes to be used with such tyres).

MALAYSIA

First Malaysia plan 1966-70

COPIES OF THE DOCUMENT 'Projects for External Assistance', prepared by the Malaysian Government and presented to the IBRD Consultative Group on Aid to Malaysia which met in London in May, are now available for inspection in the Board of Trade.

This document contains a series of briefs on projects in the First Malaysia Plan 1966-70 for which external assistance is sought. It may be seen at Export Services Branch of the Board of Trade, Room H25, Hillgate House, 35 Old Bailey, London, E.C.4.

LETTERS TO THE EDITOR

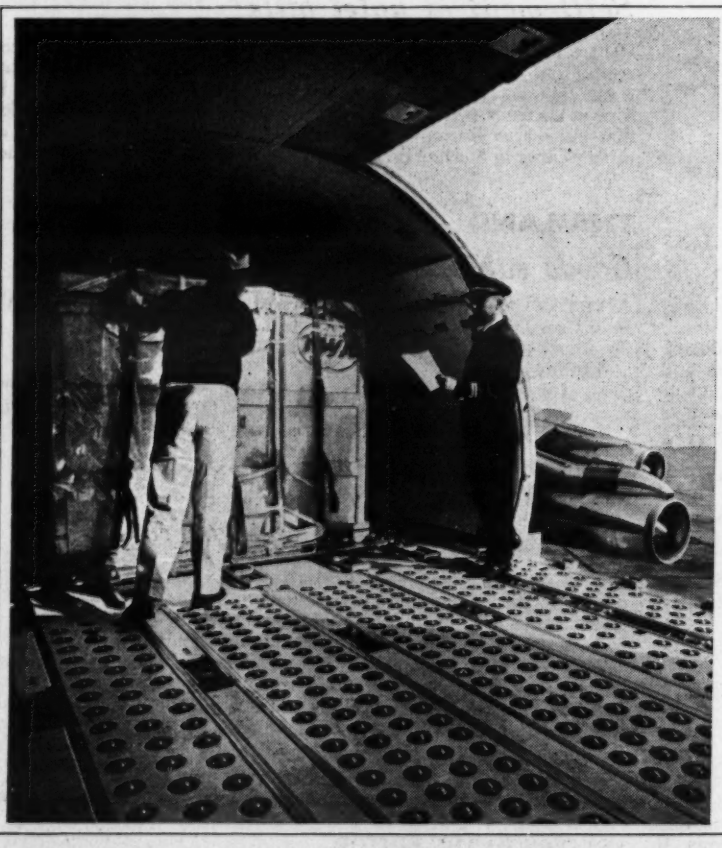
Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on June 20 (tariff item 20.07) and June 21, 1966 (tariff item 40.12). Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:				
20.07.1	[Derived from or based on citrus fruits:				
20.07.110	Dry products; near dry and other products that the Minister directs shall be treated as dry products	$0·25 per lb.	$0·177 per lb.	Concentrates of citrus fruit juice shall be treated as if they were such quantity of the citrus fruit juice of which they are a concentrate as is equal to the quantity of citrus fruit juice into which they could be converted.	
20.07.120	Syrups	$1 per gal.	$0·71 per gal.		
20.07.19	Other:				
20.07.191	Concentrates	$0·75 per gal.	$0·53 per gal.		
20.07.192	Lime juice, unsweetened, not concentrated	$0·056 per gal.	Free	No change (Under new item 20.07.110)	
20.07.199	Other]	$0·25 per gal.	$0·177 per gal.	No change (Under new item 20.07.190)	
20.07.1	*Citrus fruit juices:*				
20.07.110	*Lime juice, unsweetened*	No change (Under former item 20.07.192)		$0·056 per gal.	Free
20.07.190	*Other*	No change (Under former item 20.07.199)		$0·25 per gal.	$0·177 per gal.
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:				
40.12.200	Hot water bags	37½%, or, if higher, $0·15 per lb.; and a temporary duty of an amount per hot water bag equal to the amount if any, by which the f.o.b. price per bag is less than $0·325 Primage 10%	17½%, or, if higher, $0·075 per lb.; and a temporary duty of an amount per hot water bag equal to the amount if any, by which the f.o.b. price per bag is less than $0·325 Primage 5%	35%	20%



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Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible.

CANADA

Preferential treatment of British goods

THE TEMPORARY EXTENSION by the Canadian Government of the British Preferential tariff to British cargoes for Canada trans-shipped at foreign ports, announced in the *Board of Trade Journal* dated May 27 and June 17, was primarily granted because of the seamen's strike in Britain.

It is not expected that there will be an official withdrawal of the concession, which lapses automatically with the settlement of the strike, except for goods in transit on that date.

Goods consigned to Canada from Britain and trans-shipped at foreign ports after the settlement date will only receive sympathetic treatment by the Canadaian Customs if such arrangements were already in hand prior to the settlement and could not be readily altered.

Inquiries about the above notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2629).

Value for duty

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1966-1009 dated June 2, 1966 pursuant to Section 37A of the Customs Act prescribing that the value for duty of engine protection equipment, namely, temperature and pressure gauges, engine safety panels and associated solenoid safety valves, from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom amounts equal to the following percentages of the said values:

Pressure gauges	7 per cent
Temperature gauges	24 per cent
Engine safety panels	42 per cent
Solenoid safety valves	24 per cent

Inquiries about the above notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2698).

UNITED STATES

Proposed trade practice rules for the watch-making industry

THE UNITED STATES Federal Trade Commission has invited any person affected by or having an interest in proposed trade practice rules on the subjects listed below to present to the Commission their views concerning such proposed rules:

(1) Use of the terms 'gold electroplated' or 'gold electroplate', as a marking on or as descriptive of, watchcases or parts therof;

(2) Use of the terms 'waterproof', 'moistureproof', and terms of similar import, as descriptive of watches or watchcases;

(3) Use of the terms 'shockproof', 'shock protected', or any word or term of similar import, as descriptive of watches, watch cases, watch movements.

Copies of the proposed rules may be obtained upon request to the Commission. Written views or suggestions should be submitted in duplicate not later than July 26, 1966, to the Chief, Division of Trade Practice Conferences and Guides, Bureau of Industry Guidance, Federal Trade Commission, Sixth Street and Pennsylvania Avenue NW, Washington, D.C. 20580.

Oral views and suggestions can be presented at a public hearing to be held on Tuesday, July 26, 1966, in Room 532 of the Federal Trade Commission Building, Washington, D.C.

All inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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UNITED STATES, *continued*

Advertising of diamonds as 'Clear, pure colour'

THE UNITED STATES Federal Trade Commission has advised that the term 'clear, pure colour' should not be used to describe a diamond which shows any colour when viewed under normal, north daylight or its equivalent, on the grounds that a substantial segment of the purchasing public would understand it to mean a top grade white (or colourless) diamond.

Improper use of terms 'Gold filled' or 'Rolled gold plate'

THE UNITED STATES Federal Trade Commission has stated that it would be improper to use terms such as 'gold filled' or 'rolled gold plate' in describing gold filled jewellery articles which are electroplated with nickel and finished with either gold flash or gold electroplate.

Rule 22 (b) (4) of the Trade Practice Rules for the jewellery industry specifically contemplates that the surface coating, not the inner portion, be made of 'gold filled' or 'rolled gold plate'.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CHILE

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 1404 of the Ministry of Finance, which was promulgated in the *Official Gazette* on June 14, the *ad valorem* tax on synthetic polyamide resins and 'Caprolactam' (Customs Item No. 1087) was reduced to 3 per cent. This reduction is effective until December 31, 1966.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same unless otherwise stated.

Section	Group	Item	Tax/Deposit
XII	66	Spare parts for passenger and goods transport vehicles when imported by the co-operative societies of the services in question.	

Import regulations

IT HAS BEEN REPORTED by HM Embassy in Santiago that, at its Session No. 407, which took place on May 17, 1966, the Executive Committee of the Central Bank have added the following items to the list of goods published in the *Board of Trade Journal* dated January 14, 1966, page 100; first column:

Section	Group	Item
I	1	All items not already on the list
	2	All items not already on the list
	4	All three items in this Group
IX	45/53	Plasticizers for rubber and synthetic resins
		Di-octyl-phthalate (DOP)
		Di-iso-octyl-phthalate (DIOP)
		Di-butyl-phthalate (DBP)
		Di-butyl-maleate (DBM)
XI	61	Accessories, not specified, for tractor shovels, bulldozers, power shovels . . .
		Equipment, machinery and elements for the constructional industry . . .
		Concrete mixers of more than 16 cu. ft. capacity
		Equipment, machinery, elements and their spare parts for pre-stressed concrete structures
		Pneumatic equipment for drainage services
		Equipment for curing concrete
		Tunnelling equipment
		Equipment and machinery for asphalt paving
		Jacks for stretching cables
		Floating cranes
		Machinery and tools for rock excavations
		Pile drivers
		Motor levellers
		Pullshovels
		Bulldozers
		Power shovels
		Crushing plants for gravel . . .
		Cement proportioners
		Road rollers
		Road rippers
		Towing and self-propelled scrapers
		Dried fruit graders and packers
		Compressors of more than 10 h.p. and their heads
		Machines for shelling, grading and selecting peas
		Machines for dehydrating fruits
		Tin seaming machines
		Rubber lining inserters for tins
		Equipment for peeling vegetables and cereals
		Equipment for shaping tins
		Guillotines for cutting sheets
		Ovens for drying lids
		High speed saw blades, containing a minimum of 10% tungsten, 3% chrome and 0·3% vanadium and less than ⅜ in. wide
		Saw blades for cutting metals, double-edged, except items on the Prohibited List
		Saw blades, type unspecified, except items on the Prohibited List
		Hoisting engines (winches) excepting those which figure on the Prohibited List
		Fruit and tomato washing machines
		Filling machinery for tinned preserves
		Machinery for making cardboard boxes
		Pasteurizing machinery
		Roller drying machines for milk products, with conveyor and screening system
		Code embossing machines for tins
		Tomato strainers and refiners
		Fruit peelers
		Lipping machinery for tins
		Combined lipping and reinforcing machinery for tins
		Punchers for tins
		Hydraulic, eccentric and friction presses
		Flour recoverers
		Crimpers of caps
		Olive selectors
		Fruit selectors and graders
		Industrial cyclone ventilators
		Humidifying equipment
		Industrial ovens, except those for bakeries and biscuit making
		Calenders and roller machines except those for metals and glass
		Equipment and apparatus for treatment by heat
		Distillation apparatus, evaporators, concentrators, lyophilizers and tunnels for drying by atomization
		Centrifugal separators
		Bottling equipment and machinery
		Packaging and wrapping equipment and machinery
		Industrial integrating balances
		Milling equipment and machinery
		Equipment and machinery for the milk industry and its derivatives
		Equipment and machinery for the bread industry
		Equipment and machinery for the confectionery industry
		Equipment and machinery for the cocoa and chocolate industries
		Equipment and machinery for breweries
		Equipment and machinery for the meat and sausage industries
		Equipment and machinery for the fish and shell-fish tinning industries
		Machinery and equipment for the cellulose, paper and cardboard industries
		Equipment and machinery for converting cardboard
		Equipment and machinery for bookbinding
		Equipment and machinery for the printing industry
		Equipment and machinery for the graphic arts
		Equipment and machinery for extruding synthetic yarns
		Textile equipment and machinery for treating natural fibres
		Equipment and machinery for making threads of natural and synthetic fibres
		Knitting equipment and machinery
		Ancillary machines for the textile industries
		Finishing machines for dyeing and stamping
		Industrial sewing machines
		Sack and shoe sewing machines
		Equipment and machinery for tanneries and for the finishing processes of leather
		Equipment and machinery for steel mills and for the production of steels
		Equipment and machinery for rolling and forging metals
		Complete lathes, planers and broaching and milling machines
		Shapers
		Other machines for working metals by wearing down surfaces
		Machine-tools for working metals by forming
		Wire drawing machinery
		Machinery for making wire
		Machines for making and threading bolts, screws, rivets and nuts
		Equipment and machines for making sections and piping
		Equipment and machinery for working stone, marble, ceramic products and similar minerals
		Glass-making machinery
		Equipment and machinery for the plastics industries
		Plastic extruders
		Hydraulic presses for plastics
		Machinery for making chipboard, veneering and joints
		Equipment and machinery for oxygen, acetylene or liquid petroleum gas welding
		Machinery and equipment for making bricks and ceramic tiles
		Machinery and equipment for making electric bulbs and fluorescent tubes
		Machinery for making tyres
		Machinery for the rubber industry
		Equipment and machinery for making parts and pieces of motor vehicles

Section	Group	Item
		Machinery for making electric conductors
		Machinery for the tobacco industry
		Equipment and machinery for making chinaware and sanitary fittings
		Driers and equipment for the treatment of timber
		Machinery for making vermicelli and pastes
		Machines for making Portland cement and blast furnace slag
		Machinery for paint making
		Equipment and machinery for making bodies for buses, hoppers, lorries, etc.
		Machinery for assembling motor vehicles, lorries, etc.
		Equipment and machinery for the pharmaceutical industry
		Equipment and machinery for making cement products
		Rotating and rectifying welding machines
		Drills
		Machinery for sealing tins
		Antiacid pumps . . .
		Stainless steel pumps
		Piston pumps of more than 1½ in. diameter
		Geared pumps with suction diameter of over 1½ in.
		Deep well pumps with motor on the surface
		Deep well pumps with submerged motor
		Vacuum pumps
		Pumps and motor pump units . . .
		Equipment, machinery, cranes, tackle and wheelbarrows
		Automatic-feed electric welding apparatus

DOMINICA

Import licensing arrangements

THE BOARD OF TRADE have received from Dominica a copy of a Notice which amends the list of items subject to import licensing by the addition of the following new item:

'toilet soap'

The new arrangement came into effect from June 10, 1966. Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE FOLLOWING NOTICE, issued by the Jamaican Trade Administrator, is a new condition governing the grant of licences to import any of the items specified in the List of Exceptions to the Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) and originating in Western Germany:

'That the goods mentioned in this licence shall originate in Western Germany and shall be accompanied by a proper certificate of origin issued by a competent Chamber of Commerce of that country'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING PRODUCTS have been declared 'pioneer products' for the purposes of the Trinidad and Tobago Aid to Pioneer Industries Ordinance, 1950:

Hardboard containers; cordage, cables, ropes and twines of textile fabrics and/or synthetic fabrics; valves, cocks and taps of ferrous and non-ferrous materials.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated May 20, 1966, page 1158.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing arrangements for certain chemicals

THE TRINIDAD AND TOBAGO Ministry of Industry and Commerce has issued a notice to importers which amends the Trinidad Open General Licence by making two lists of certain toxic chemicals subject to licensing. Items in list A may only be imported by Research Institutions and Government Laboratories. No licences will be issued in respect of chemicals in list B to any person or firm other than a Research Institute, a Government Ministry or Department, or a Pharmacy, unless the person or firm concerned has agreed to comply with certain conditions as to safety, labelling, keeping of records, etc.

Importers will be required to inform the Port Authority of the quantity of chemicals, the type of packing used and the name and date of arrival of the ship at least three days before the arrival of each shipment.

Copies of the Order may be seen at the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471) to whom any inquiries about the above notice should be addressed.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of June 24 issue.

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IRISH REPUBLIC

Special import levy

THE IRISH REPUBLIC Authorities have announced that the Special Import Levy (see page 1184 of the *Board of Trade Journal* dated November 12, 1965) will continue in operation until September 30, when it will be terminated.

Preferential rates of customs duty

A NOTICE dealing with preferential rates of Customs Duty under the Anglo/Irish Free Trade Area Agreement has been received. Full details will appear in our next issue. Inquiries should be made to Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2271).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of June 22, 1966 (*Moniteur Belge*, No. 122 of June 25), contains **amendments** (reproduced below) to the list of goods to be admitted free of import duty during 1966, up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force from July 1, 1966.

Amendments

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (Prior to July 1, 1966)	NEW (From July 1, 1966)
ex 73.08 A	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight) the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('decapees'), of a width of more than 900 millimetres but not exceeding 1,300 millimetres, and of a thickness not exceeding 6 millimetres	600*	600†
ex 73.15 A IV b	High steel carbon wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 6 millimetres and containing:		
	At least 0·62% but not more than 0·74% by weight of carbon . .	4,000*	4,000
	At least 0·62% but not more than 0·85% by weight of carbon . . .	300*	700†
ex 73.15 A IV b	High steel carbon wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 13 millimetres, containing by weight at least 0·60% but not not more than 1·05% carbon; at least 0·10% but not more than 0·25% silicon; 0·05% or less of phosphorus and sulphur taken together; 0·10% or less of other elements taken together, except manganese . . .	500*	500†

*Quota for the first half of 1966. †Quota for the second half of 1966.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas containing a reference to the above-mentioned items was published in the *Board of Trade Journal* of January 14, 1966, page 104.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

BELGIUM

Price freeze

UNDER THE TERMS of a Belgian Ministerial Order dated May 9, 1966 (*Moniteur Belge* No. 91 of May 11), producers, importers and distributors may not charge higher prices for products, materials, foodstuffs or goods, than those which were prevailing on May 6, 1966.

The same provisions also apply to services.

The text of the above-mentioned Order (in French) may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

THE NETHERLANDS

Brake on price increases

UNDER THE TERMS of Ministerial Order No. 266/2985 of May 21, 1966 ('*Nederlandse Staatscourant*' No. 97 of May 23), prices for goods and services may, in future, only be increased above those prevailing on May 24, 1966, to match certain cost increases outside the producer's or the importer's control. The above-mentioned does not apply to goods sold at auctions, fairs and markets.

Any price increase must, in future, be reported by the producer or the importer to the Minister of Economic Affairs.

The text of the above-mentioned Order (in Dutch) may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

FRANCE

Cheque signatures

THE FRENCH *Journal Officiel* of June 17 announced the promulgation of a Law on June 16 concerning the use of non-manuscript methods for signing cheques.

The effect of the Law is to insert, in the French Code de Commerce, references to signing cheques other than by hand under Article 110 (letters of exchange) and Article 117 (endorsements). Equally it becomes an offence to forge a non-manuscript signature.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

A group of overseas students being shown a newly assembled Hoover Harlequin cleaner during a recent visit to Hoover's Perivale, Middlesex factory. Students from Ceylon, China, Cyprus, Ethiopia, Ghana, Hong Kong, Iraq and Turkey, who are all on courses of study in Britain, took part in the visit which was arranged by the British Council through the London Overseas Students Centre.

Recently returned from an eight-week tour is this Rank Xerox flying showroom. The plane visited 23 continental cities and ten thousand visitors passed through and watched demonstrations of the company's copier/duplicators. Photograph shows French businessmen going aboard the plane at Orly Airport, Paris.

Global quota for preserved tunny-fish and bonitos

THE FRENCH *Journal Officiel* of June 26 announced the opening of the 1966 quota for the import of preserved tunny-fish and bonitos (Tariff No. 16-04 E ex I) originating in and imported from all countries other than those of the franc zone and member countries of the European Economic Community as outlined in the Notice to importers dated February 17, 1965.

Import licence applications on Form AC and accompanied by two pro-forma invoices must reach the *direction generale des douanes et droits indirects, services des autorisation's commerciales (importations)*, 8 *rue de la Tour-des-Dames, Paris, 9e,* before 11.30 a.m. on July 11, when they will be examined simultaneously.

The quantities permitted for importation must be expressed in gross weight and accordingly stamped as such on the approved licences.

Global quota for molasses

THE FRENCH *Journal Officiel* of June 26 announced the opening of a quota for the import of molasses (Tariff No. 17.03) originating in and imported from all countries.

Requests for import licences on Form AC in duplicate and accompanied by two copies of a pro-forma invoice from the foreign buyer must be in respect of only one country of origin and consignment and sent to *the direction generale des douanes et droits indirects, Service des autorisations commerciales (importations)*, 8 *rue de la Tour-des-Dames, Paris 9e,* from June 26.

Licences delivered after June 30 will be valid until December 31, 1966 and the import documents stamped accordingly. No application for licences over 12,000 metric tons will be accepted.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EFTA INFORMATION CENTRE:

The EFTA Information Centre answers general inquiries about the European Free Trade Association and advises on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, the EFTA Secretariat's monthly journal. Its address is Room 527, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2497/2480).

Advertisement of Company Meeting

ULTRAMAR COMPANY LIMITED

LORD TANGLEY'S REVIEW

THE 30th annual general meeting of Ultramar Company Limited was held on June 30 in London. The Rt. Hon. Lord Tangley, K.B.E., LL.D. (the chairman) presided, and, in the course of his speech, said:

For the year 1965, the operating companies of the Ultramar Group set new records of production, refining and marketing.

Oil production reached an all-time high with an average of 17,266 barrels per day in 1965 compared with an average of 14,851 barrels per day for 1964.

As to refining, the California and Newfoundland refineries had a throughput of 20,728 barrels per day in 1965 compared with 18,580 barrels per day in 1964. The Newfoundland refinery is in the process of being re-vamped to increase its capacity of approximately 4,500 barrels per day by the end of this year. In Panama the second of five annual instalments has been paid to acquire a one-third interest in the refinery located at Las Minas. This refinery processed over 46,000 barrels per day in 1965 Compared with 41,000 barrels per day in 1964. So far in 1966, it has been averaging over 52,000 barrels per day. There are plans for enlarging the capacity.

On the marketing side, the operating companies in 1965 sold almost 50,000 barrels per day of petroleum products in various markets. The year 1966 is 'Come Home Year' in Newfoundland and this Government-sponsored programme is expected to cause a lasting increase in tourism which in turn will stimulate automotive travel and gasoline sales. The Montreal World's Fair in 1967 should also be a stimulant to gasoline sales. Panama is another country that has great growth potential in which the operating companies are gradually developing a local market for refined products.

The profit for the year 1965, after taxes and after amortization, depreciation and depletion, showed an increase of over 20 per cent compared with 1964. I expect the results for 1966 will show an improvement over those for 1965.

The report and accounts were adopted.

Shipped from Southampton to Cherbourg recently was the largest mobile home ever to cross the Channel. The caravan, a Travelmaster 'Taurus 42', built to meet the special requirements of the French importer at Lorient, is nearly 45 feet long and 11 feet 7 inches wide.

FRANCE, *continued*

Liberalization of imports

THE *Board of Trade Journal* of May 6, page 1028-1031, published two lists of goods subject to quantitative restriction in France. List 1, covering goods imported from the former OEEC countries and their dependent overseas territories, should be amended as follows:

A. The following tariff headings should be suppressed:

07-03 A	Olives and capers provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption.
08-01 A	Dates.
08-03 Ex B I	Dried figs for human consumption other than 'Layer' figs.
08-12 F	Dried fruit, other.
11-05 B	Flour, meal and flakes of potato for human consumption.
16-01	Sausages, etc., of meat, offal or blood, except containing pork.
16-02	Other prepared or preserved meat or offal containing poultry liver or mutton, excluding pork.
19-03	Macaroni, spaghetti and similar products.
20-02 E, F, G II a	Sauerkraut, olives and capers, other vegetables in containers not exceeding 10 kg. in weight, prepared otherwise than by vinegar or acetic acid.
20-07 B I, B II a, B ex IV	Grape, orange and apple juice.
21-02 A	Extracts or essences of coffee and preparations with a basis of those extracts or essences.

B. The following tariff headings should be amended to read as follows:

08-12 E	Fruit, dried: Macedoines (mixed fruit), other than containing less than 20% of prunes.
20-02 A	Vegetables prepared or preserved otherwise than by vinegar or acetic acid: Mushrooms other than woodland mushrooms.
20-07 B (VII)	Mixed fruit juices – apple and pear juice.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

ITALY

Customs regulation on imported goods returned as unsatisfactory

EXPORTERS TO ITALY will be aware that Italian customs regulations do not permit the refund of customs duties paid on imported goods once they have been cleared through the customs, even if these goods are subsequently found by the importer to be in any way unsatisfactory and are returned to the exporter.

The *Board of Trade Journal* of July 13, 1965, published a notice concerning a provision under which temporary import facilities may be granted for 'machinery and equipment to be experimented on trial'. If found unsatisfactory after a trial period which normally may not exceed six months, the equipment may be re-exported with a refund of the duty temporarily deposited.

A further concession is made in Presidential Decree No. 1430 dated December 15, 1965. Where imported goods are temporarily exported to the country of origin to be repaired no duty is payable on their re-import into Italy provided that it can be definitely ascertained that the repair is done free under guarantee obligations or because of defects in manufacture.

Where goods are temporarily exported for processing, an amount is deducted on re-import into Italy equal to the customs duty payable on the goods in their unprocessed state, i.e., customs duty is only levied on the added value.

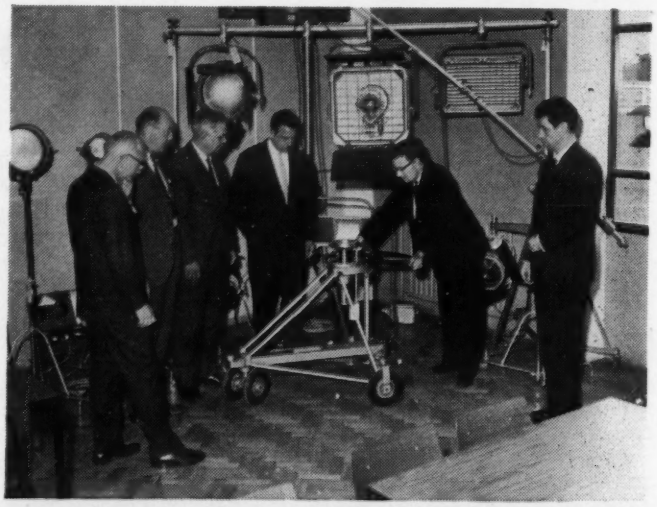
ISRAEL

Import licences

THE FOLLOWING five items have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect from May 1, 1966.

Tariff No.	Description	Import Duty (*ad val* c.i.f.)	Purchase Tax
68.11 (1)	Articles of slag cement	35%	10%
84.15 (a)	Commercial refrigerators, refrigerators for ice cream	60%	35%
84.15 (i)	Liquid coolers including water coolers	60%	35%
84.22 (a) (1) (b)	Mechanical jacks	60%	Exempt
84.22 (a) (i) (i)	Mechanical jacks	60%	Exempt
85.13 (a)	Dials and receivers for telephones	15%	35%
85.13 (b)	Telephone switchboard and exchanges	16%	35%
92.12 (a) (5)	Gramophone records with a playing speed of less than 78 revolutions per minute		35%
92.12 (a) (6)	(i) Diameter 30 cms. and over IL.4.25 each. Without a wrapper IL.3.80 each;		
	(ii) Diameter 25 cms. to 30 cms. with a wrapper IL.3.00; Without a wrapper IL.2.60;		
	(iii) Diameter less than 25 cms. with a wrapper IL.1.70; Without a wrapper IL.1.50.		

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).



Agents from six European countries recently attended a three-day conference at the Mole-Richardson factory at Thetford to see new developments in film and TV lighting equipment and discuss marketing possibilities in Western Europe. Here they are watching a demonstration of a Dutch dolly by Mr. David Cork, of Mole's Overseas Sales Department. From left to right: Mr. F. Larsen (Norway); Mr. T. Hammarlund (Sweden); Mr. R. Baer (Netherlands); Mr. K. Diemar (Denmark); and (on right of picture) Mr. C. Casagrande (Finland). The Belgian representative, Mr. P. Verhasselt, arrived later in the conference.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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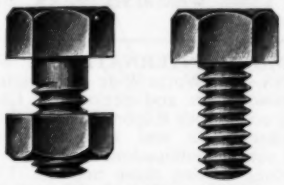
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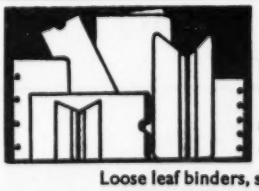
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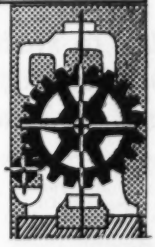
LEYLAND ENGLAND

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

UNITED ARAB REPUBLIC (EGYPT)

Customs tariff

INCREASES IN Egyptian Customs Duties have been announced in Presidential Decree No. 4507 of 1965. Items under 20 different tariff headings are involved, including:

- Wines and spirits
- Carpets
- Tableware
- Refrigerators
- Cookers
- Washing machines
- Gramophones and tape recorders
- Motor vehicles (No. 87.02 (a) 3)

Full details are available from Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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